



**REQUEST FOR QUALIFICATIONS/PROPOSALS  
(RFQ/RFP)**

**DEVELOPMENT OPPORTUNITY**

**LONG TERM LAND LEASE**

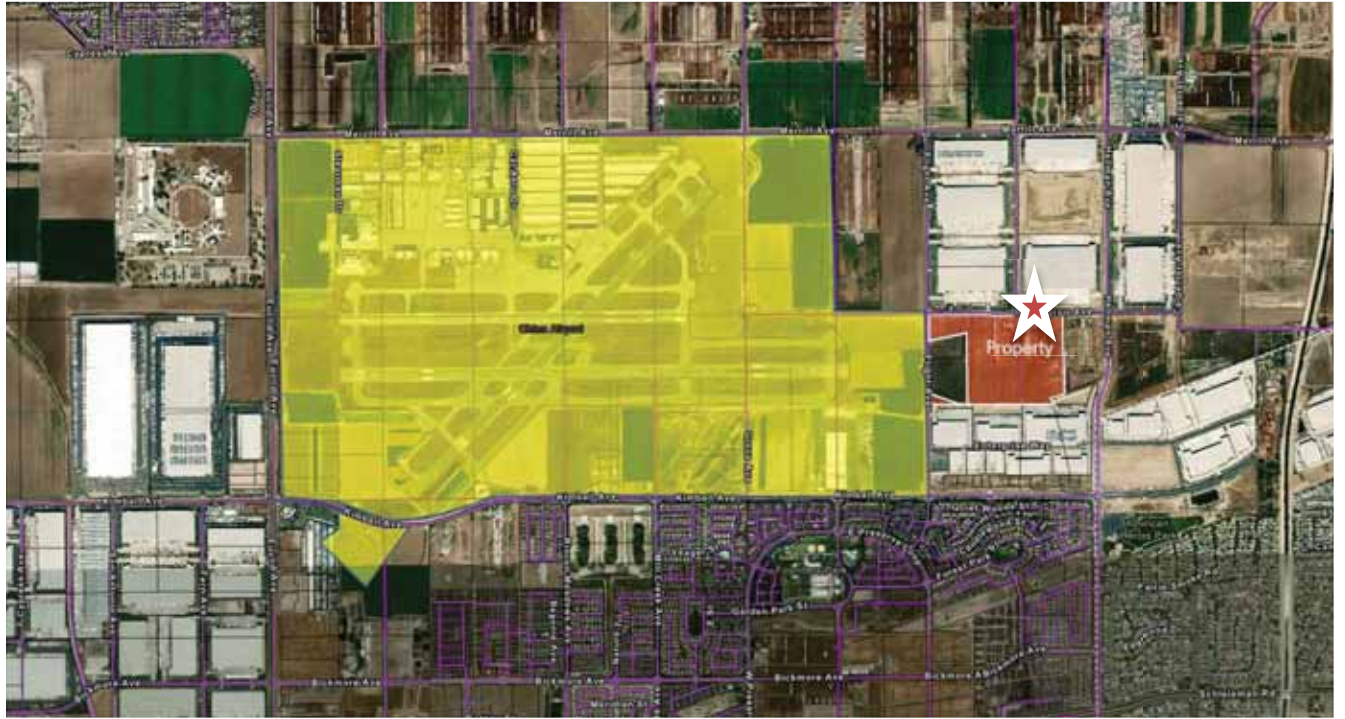
**September 1, 2020**

**±46 ACRES – 8711 REMINGTON AVENUE**

**CHINO, CALIFORNIA**

**Qualifications Due: Friday, October 30, 2020 by 5:00 PM  
PDT**

**DEVELOPMENT SITE**



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## INTRODUCTION

### The County of San Bernardino – Our Vision, Job, and Paradigm

*The job of the County of San Bernardino is to create a county in which those who reside and invest can prosper and achieve well-being.*

The County of San Bernardino (County) is located in Southern California and conveniently adjacent to Los Angeles County at its westerly perimeter and to Riverside and Orange Counties to its south. The County, with a population in excess of 2,000,000 people, is the fifth most populous county in the State, and the 12<sup>th</sup> most populous county in the United States. Encompassing over 20,000 square miles, the County is the largest county geographically in the continental United States.

### Project Goal and Purpose

The County, through the Real Estate Service Department, is making available for a long-term reoccurring revenue deal approximately 46.15 acres of vacant developable land in Chino, California. The County is requesting proposals from qualified entities (Respondents) for the development of the Property that will maximize the value of the real estate and provide the County with a long-term *annual revenue stream*.

The development concept is to be sufficiently presented and substantiated to provide the County sufficient information as to the experience, qualifications, and financial capability of the Respondent for the proposed project, the quality and conformity of the proposed project, the potential of the project for success, the anticipated revenue to the County, and the timeline for construction and stabilization of the proposed project.

The County intends to select amongst the qualified Respondents to enter into a long-term reoccurring revenue structured deal (“Lease”) for the Property that will ultimately result in the development of a well-designed, high-quality project on the site, which will bring annual revenue to the County.

### Property Description & Location Details

The County owns approximately 57.37 acres of vacant land located at 8711 Remington Avenue, on the southeast corner of Remington Avenue and Flight Avenue in Chino (Larger Parcel) as shown on Exhibit “A”. An approximate 11.70-acre portion of property, bordering Flight Avenue, is located within the Chino Airport Runway Protection Zone (RPZ), as shown on Exhibit “B”. This 11.70-acre portion of property is not included in this offering and excluded from the proposed development.

The remaining 46.15 acres that is available for lease is comprised of six parcels identified as Assessor Parcel Numbers 1055-061-01, 1055-061-02, 1055-071-01, 1055-071-02 and portions of APNs 1055-051-01 and 1055-051-02 (“Property”) as shown on Exhibit “C”. The General Plan and Zoning for the Property are Light Industrial under the Preserve Specific Plan. The property is also located within an Airport Overlay District and is subject to a Williamson Act Land

Conservation Contract. The Respondent should keep in mind that it will be responsible for applying for removal from the Williamson Act Contract.

The Property is vacant and is available for development to a use that is compatible with the neighborhood and would satisfy and comply with the standards of the County and the City of Chino. The County, through the County's Land Use Services Department (LUS), will be the permitting authority for the selected Respondent to obtain the necessary entitlements for the proposed project development.

Chino is a desirable industrial location due to its proximity to Orange and Los Angeles Counties. The subject neighborhood consists mostly of industrial and agricultural uses and has convenient access to the Chino Airport as shown on Exhibit "D". The neighborhood is currently transforming with many longtime agricultural properties being developed or optioned for industrial uses. Properties to the north (Watson Industrial Park), south (Kimball Business Park), and southeast (the Ranch) are all either complete or nearing completion, with additional phases in Watson Industrial Park planned to the northeast and east.

## PROPOSAL CONTENT

### Scope of Proposed Development

- Provide Development Concept that will:
  - Maximize the return to the Property and revenue to the County through a long-term Lease of the Property. The County is open to any type of reoccurring revenue structure as proposed by the Respondent.
    - Consideration and evaluation of the reoccurring revenue stream proposed by the respondents from the proposed Lease structure will include, but not be limited to start date of County receiving revenue, frequency of revenue received (e.g. monthly, quarterly or annually), proposed rent increases over the Term of the Lease, the length of the Lease Term and any market risk factors that may hinder or reduce the proposed revenue stream over the Term of the Lease.
  - Provide a high-quality product that augments and conforms to the neighborhood and community.
  - Meet all land use and development conditions and standards set forth by the County through LUS.
  - Ensure all public rights of way are improved to standards and integrate all access and safety requirements.
  - Strengthen the quality of life for the immediate community.
  - Preference will be given to development concepts that provide significant job creation opportunities resulting in advancing the economic value to the community. This would include having a known user that will occupy the development and provide a significant number of jobs, including highly skilled technical, engineering and/or managerial jobs.
- Lease Requirements:
  - The Property will be leased "as is" in its present condition.

- The selected Respondent will be asked to enter into the appropriate agreement(s) provided by the County that will entail the following:
  - An initial deposit of \$1,000,000 upon execution of the appropriate agreement(s), of which \$250,000 will be non-refundable, and held by the County in escrow until the site has received approved entitlements for the approved development (“Initial Deposit”).
  - \$750,000 of the Initial Deposit shall be applied against the initial rent payment(s) due to the County with the remaining \$250,000 of the Initial Deposit being held by the County as a security deposit against the lease agreement.
  - A ninety (90) Day Due Diligence period.
  - An additional eighteen (18) month Entitlement Period inclusive of the ninety (90) day Due Diligence period.
  - The Entitlement Period can be extended for an additional one hundred eighty (180) days in exchange for the payment of an additional deposit to the County in the amount of \$250,000 (“Entitlement Period Extension Deposit”). This Entitlement Extension Deposit is non-refundable and not applicable to the Lease.
  - Rent shall begin to be paid to the County on a monthly basis upon Close of Escrow.
  - Length of the Lease shall be for no less than 50 years and shall not exceed 99 years (inclusive of any proposed lease extension options).The agreement(s) will reflect all of the salient business points proposed by the selected Respondent.
  - The Respondent may provide drafts of their own form agreement(s) for their proposed Lease structure for the County’s review and consideration.
  - All improvements and alterations constructed by Respondent (who would become the tenant) shall be considered improvements to real property and shall become the property of the County at the termination or expiration of the Lease.
- Proposal Requirements:
  - Provide Concept Plan including:
    - Draft Exhibits of site plan and suggested elevations.
    - Proposed Improvement plans including building(s) proposed, square footage of each building, project amenities, density or floor area ratio (FAR).
    - Architectural theme, including building elevations and design finishes, including proposed color palate that is indicative of a high quality project.
    - Public rights of way.
    - Open space/landscaped area.
    - Any energy efficiency components, such as solar power.
  - Provide market feasibility study substantiating proposed uses
  - Marketing plan

- Project Pro forma:
  - Respondent must provide a discounted cash flow analysis that supports the financial viability of the proposed development and proposed lease.
  - Identify the financial mechanism for funding the Project and include the debt/equity investment proposed.
  - Provide financial institution and Respondent qualification support and/or reference.
  - Projected total costs summary with pertinent line items to include:
    - Environmental Clearance
    - Phase I/Phase II as needed
    - General Plan Amendment (if applicable)
    - Off-Site Improvements required/estimated costs
    - Construction timeline
    - Engineering
    - Site Development Costs include mapping and permits
    - Accounting for the cost of cancelation of the Williamson Act.
    - Lease-up costs and timeline; include current and projected market activity
    - Marketing program to lease up and manage finished product
    - Value of County Property as is, and as improved with proposed development, with supporting documentation
    - Estimated rate of return on Project
- Proposal will not include a Community Facilities District, Special Assessment District, or formation of Mello-Roos District; all infra-structure will be paid in full with development.
- Estimated annual revenue to County with supporting documentation.
- Estimated annual revenue to Respondent with supporting documentation.
- Respondent's estimated holding period.

## Respondent References

- Describe the development entity responding to this RFQ/RFP.
- Identify (name, address) each principal in the development team.
- Identify key team members (environmental consultant, architect, civil engineer, legal representative, real estate broker/marketing representatives, contractor, and other pertinent consultants).
- Complete and include the attached (Exhibit "E") "List of Former County Officials".
- Respondent must have a minimum of five (5) years of experience in similar development projects.
- Provide information on any projects previously or pending foreclosure or having failed to meet real estate loan obligations in the past ten (10) years.
- Demonstrate development experience in the proposed Concept Plan including experience of principals and team members in constructing and managing the end product:



- List projects developed & timeline to completion
- Include photographs, site plans to illustrate project complexity and quality
- Team members of those projects
- Current status of those projects
- For residential projects, identify whether it was for sale or for rent, unit mixes and sizes, period to reach stabilization, whether it involved below-market rates to complete, and describe unique challenges to complete
- For retail and/or other commercial/industrial projects, identify the product types, tenant mix, period to reach stabilization, whether it involved below-market rates to complete, and describe unique challenges to complete
- Evidence of financial capability to complete Concept Plan:
  - Recent examples of financing and construction of comparable size and quality products
  - Current Financial Statements of principals
  - Lender and/or equity financial references
  - Ability to successfully work in a joint public/private environment
  - References from public agencies

### Selected Respondent Requirements/Understanding

- Respondent must have a minimum of five (5) years in similar project experience in entitling, designing, constructing and developing the project the Respondent is proposing.
- Public Nature of Proposal Material: All correspondence with the County including responses to this RFQ/RFP will become the exclusive property of the County and will become public records under the California Public Records Act (Cal. Government Code section 6250 et seq.). All documents sent to the County related to this RFQ/RFP will be subject to disclosure if requested by a member of the public. The County will not disclose any part of any proposal before selection of the Respondent is made. If there are portions of the proposal which are exempt from disclosure under the Public Records Act, the Respondent must mark it as such and state the specific provision in the Public Records Act which provides the exemption as well as the factual basis for claiming the exemption.
- It is the County's policy that the selected firm shall not discriminate, in any way, against any person on the basis of race, sex, color, age, religion, sexual orientation, actual or perceived gender identity, disability, ethnicity, or national origin, in connection with or related to the performance of County of San Bernardino contracts.
- The financial materials presented by the Respondent are subject to audit or review either internally or by an independent accounting firm in accordance with generally accepted accounting principles. At the County's discretion, other information will be considered if it demonstrates the respondent's financial capacity to implement the proposed project.
- Costs incurred by the Respondent in the preparation of the response to the Request for Proposals are the sole responsibility of the Respondent.



## SELECTION PROCESS

### How to Submit Your Proposal

- Include six (6) copies of your proposal, plus a digital/electronic copy.
- Send it to:  
Mr. Terry W. Thompson, Director  
County of San Bernardino Real Estate Services Department  
385 N. Arrowhead Avenue, Third Floor  
San Bernardino, CA 92415-0180
- Deliver proposal no later than 5:00 P.M. Pacific Daylight Time (PDT) on Friday, October 30, 2020.

### Evaluation Criteria

The evaluation of the RFQ/RFP responses will be carried out by a committee appointed by the County (“County Selection Committee”). The County Selection Committee may be assisted by other persons or entities as the County Selection Committee may deem necessary, including technical, financial, legal and other outside advisors or employees of the County. The County Selection Committee will evaluate proposals submitted in response to this RFQ/RFP based on the evaluation criteria set forth herein, including, but not limited to the following:

- The Development Concept Plan for the County site.
- Estimated annual revenue to the County and support for estimate.
- Ability of Respondent to finance this project.
- Experience and success of Respondent in public/private partnerships.
- Experience of the Respondent in developing similar product.
- Quality of product constructed by Respondent in past.
- Success of Respondent in previous product development.
- Support for Respondent’s estimated costs and timeline.
- Understanding of the regulatory approval process as reflected in the Respondent’s advisors and consultant team and development schedule.
- Success of Respondent in community outreach.
- Respondent’s understanding and acceptance of RFQ/RFP terms.
- Completeness of Submission.
- Ability of proposed project to meet the County’s mission.
- Quality of presentation to Interview/Selection Committee.
- Understanding of County’s contract obligations with respect to procurement policy and procedures.
- Willingness to agree and ability to comply with contract terms.
- Transfer of risk.
- Prepare and deliver a presentation to the County Selection Committee and be prepared to answer questions posed by the committee and demonstrate in more detail the Respondent’s ability to finance, construct and deliver the Development Concept Plan.
- Other factors as appropriate.

- Evaluation Scale:

Proposal Responsiveness	Pass/Fail
Respondent's Minimum Qualifications	Pass/Fail
Financial Capacity & Ability to Finance Project	Pass/Fail
Annual Return to County & Support for Estimate	40%
Development Concept Plan	30%
Assembled Team/Experience/Potential User	20%
Public/Private Partnership Experience	5%
Presentation	5%

- The County Selection Committee is not obligated to complete a detailed evaluation of the RFQ/RFP responses and may, after completing a preliminary review of all RFQ/RFP responses, eliminate any RFQ/RFP Respondent that the County Selection Committee determines is not in contention to be considered further when compared to other more qualified RFQ/RFP Respondents.
- During its review of any RFQ/RFP response, the County Selection Committee may:
  - Conduct reference checks relevant to the proposal with any or all of the references cited in the RFQ/RFP response, to verify any and all information, and rely on or consider an relevant information from such cited reference in the evaluation of the RFQ/RFP response;
  - Seek clarification from any or all RFQ/RFP Respondents and consider such supplementary information in the evaluation of RFQ/RFP responses; and
  - Request interviews/presentations with any, some or all of the RFQ/RFP Respondent's or team members to clarify any questions or considerations based on the information provided during the evaluation process, and consider any supplementary information from interviews/presentation in the evaluation.
- The County reserves the right to waive any informality or irregularity in any proposal.
- The County reserves the right to reject any and/or all responses or to withhold the award for any reason it may determine, or cancel this RFQ/RFP.

## Evaluation Process

- The completed RFQ/RFP must be received to the County by 5:00pm PST on Friday, October 30, 2020 in order to be eligible for consideration. Any RFQ/RFP received after that time will be disqualified and ineligible for review and consideration.
- From Monday, November 2, 2020 until Monday, November 30, 2020, all RFQ/RFP's received in the required time frame will be reviewed and evaluated internally by the County Selection Committee. At the end of this initial review and evaluation period, the top ten (10) most qualified Respondents, as determined solely by the County Selection Committee, will be notified during the week of December 14 through December 18, 2020 by the County's Real Estate Services Director or designee to provide an oral presentation of their proposal. Those presentations will take place between Monday, January 4, 2021 and Friday, January 15, 2021 and will be for no longer than fifty (50) minutes with an additional ten (10) minutes of Q & A (total presentation time of one (1) hour).

- Subsequent to the County Selection Committee listening to and evaluating the top ten (10) presentations of proposals, the County Selection Committee will select the top three (3) Respondents from that list of top ten (10) Respondents by Friday, January 22, 2021 for those final top three (3) selected respondents to submit their best and final offer to the County by Thursday, January 28, 2021 at 3:00pm PST after which all best and final submittals will be opened together at 3:15pm PST.
- The County Selection Committee will then review those top three (3) best and final offers from those selected top three (3) Respondents and notify the selected chosen Respondent no later than 5:00pm PST on Tuesday, February 2, 2021 by the County's Real Estate Services Director or designee.

### **Recommendation to the Board of Supervisors**

Subsequent to the evaluation process, the County Selection Committee shall present to the County Board of Supervisors a recommendation as to the RFQ/RFP Respondent with which the County should commence negotiations. The County may commence negotiations with the highest-ranked Respondent. The County reserves the right to commence simultaneous negotiations with any of the top three (3) eligible respondents at its discretion. The County may negotiate the statement of work, the contract terms and any other terms and conditions determined by the County in its sole discretion to be reasonably related to the terms of this RFQ/RFP.

## EXHIBITS:

- Exhibit A: 57.37-Acre Larger Parcel
- Exhibit B: 11.70-Acre Portion of Property within the RPZ
- Exhibit C: 46.15 Acres Available for Lease
- Exhibit D: Regional Aerial Map
- Exhibit E: List of Former County Officials

Exhibit "A"

57.37-Acre Larger Parcel



Exhibit "B"

11.70-Acre Portion of Property within the RPZ

**EXHIBIT "A"**

Lots 2, 3, 4 and Lots 13, 14, 15 of Section 28, Township 2 South, Range 7 West, San Bernardino Base & Meridian, according to Map of Subdivision of Part of Rancho Santa Ana Del Chino, in the County of San Bernardino, State of California, as per plat map filed recorded in Book 6 of Maps, Page 15, records of said County.

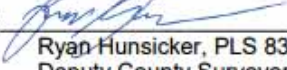
Together with those portions of Baker Avenue, within said lots thereof, abandon by regular meeting of the County of San Bernardino Board of Supervisors on Tuesday, October 13, 1959; said abandonment filed in Book H of Road Deeds, Page 409, in the Office of the San Bernardino County Surveyor.

Excepting therefrom any portion of the Runway Protection Zone (RPZ) for Runway 8R-26L, of Chino Airport, lying within Section 28, Township 2 South, Range 7 West, San Bernardino Base & Meridian, in the County of San Bernardino, State of California, more particularly described as follows:

A trapezoidal parcel with its westerly base being 500 feet in length, and its easterly base being 1,010 feet in length. A line segment running east to west at the midpoints of said bases has an overall length of 1,700.00 feet. Said line segment is coincident with and a prolongation of the centerline for said Runway 8R-26L, having a bearing of N89°21'13"E, as shown on County Surveyor's Plat 10071-01 on file in the Office of the San Bernardino County Surveyor. Said westerly and easterly base are perpendicular, measured at right angles, to the said 1,700 line segment. The westerly base of said trapezoidal parcel is coincident with the most easterly terminus of the runway blast pad for said Runway 8R-26L. Said parcel affects approximately 11.7 acres of said lots.

This legal description was prepared  
by me or under my direction.

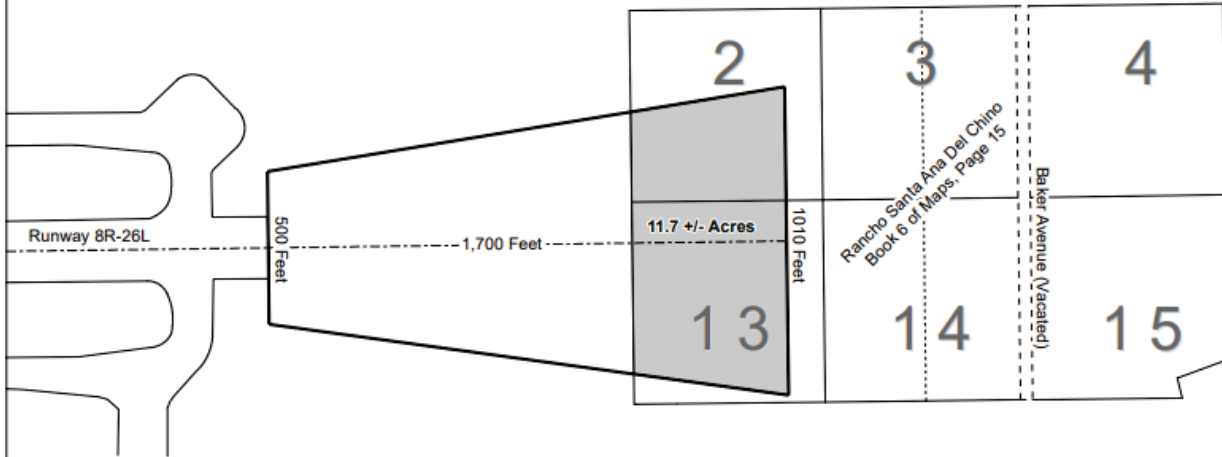


by:  09/25/2018  
Ryan Hunsicker, PLS 8302 Date  
Deputy County Surveyor

Job No. JL11674
Prepared by RH

# Exhibit 'B'

N  
1 inch = 400 feet



This exhibit was prepared  
by me or under my direction.

by Ryan Hunsicker 09/25/2018 Date  
Deputy County Surveyor



Exhibit "C"

46.15 Acres Available For Lease (Shaded in Blue)



Exhibit "D"

Regional Aerial Map



Exhibit "E"

List of Former County Officials

**INSTRUCTIONS:** List the full name of the former COUNTY Administrative Official, the title/description of the Official's last position with the COUNTY, the date the Official terminated COUNTY employment, the Official's current employment and/or representative capacity with the PROPOSER, the date the Official entered PROPOSER'S employment and/or representation.

**OFFICIAL'S NAME:**

**REQUIRED INFORMATION**