

RFQ Process Overview

Mayor's Office of Housing and Community Development
March 20, 2023

Agenda

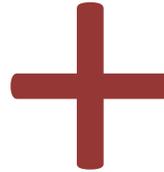
1. Determining Housing to be Developed
2. Request for Qualifications (RFQ) & Development Team Selection Process
3. Timeline
4. Next Steps



How do we determine what kind of housing will be built?

Community Priorities

- Build housing that the community needs.
- Include services that the community needs.



Affordable Housing Financing

- Feasible and competitive funding structure
- State HCD funding
- Low Income Housing Tax Credit

Developing a Site/Building Program

Considerations

- Building Constraints
 - (Using Parcel K as an example: Zoning, tight corner lot size (11,430 sq. Ft.), shadow analysis, staging in active location, commercial programming)
- Costs
 - Increases due to inflation, building size, time to develop
- Coordination
 - Multiple City Departments, regional/state entities
- State financial support: State funding programs are highly competitive
 - Only 2 of 3 applications for funding from State Super NOFA were selected
- Ensuring a project is financially feasible by leveraging local financial support



Request for Qualifications (RFQ)

- **RFQ is MOHCD's tool to select the Development Team**
 - Developer
 - Owner/Asset Manager
 - Property manager
 - Service providers

- **Development Team has 60 days to submit proposals**

Proposals include 2 parts:

- Team experience and financial capability
- Development analysis and high-level project vision



More on RFQ

Proposals must meet minimum threshold criteria

Key criteria for selection/scoring include:

- Minimum team qualifications
- Team experience and financial capability
- Priority and target populations addressed in proposed project
- Development program scope and proposed budget
- Community engagement strategy
- Services delivery proposal
- Racial equity strategy

Applications will be scored by a panel who will make recommendations to the Mayor

- RFQ scoring and selection criteria (40% experience; 60% vision)
- Selection committee and team interview process

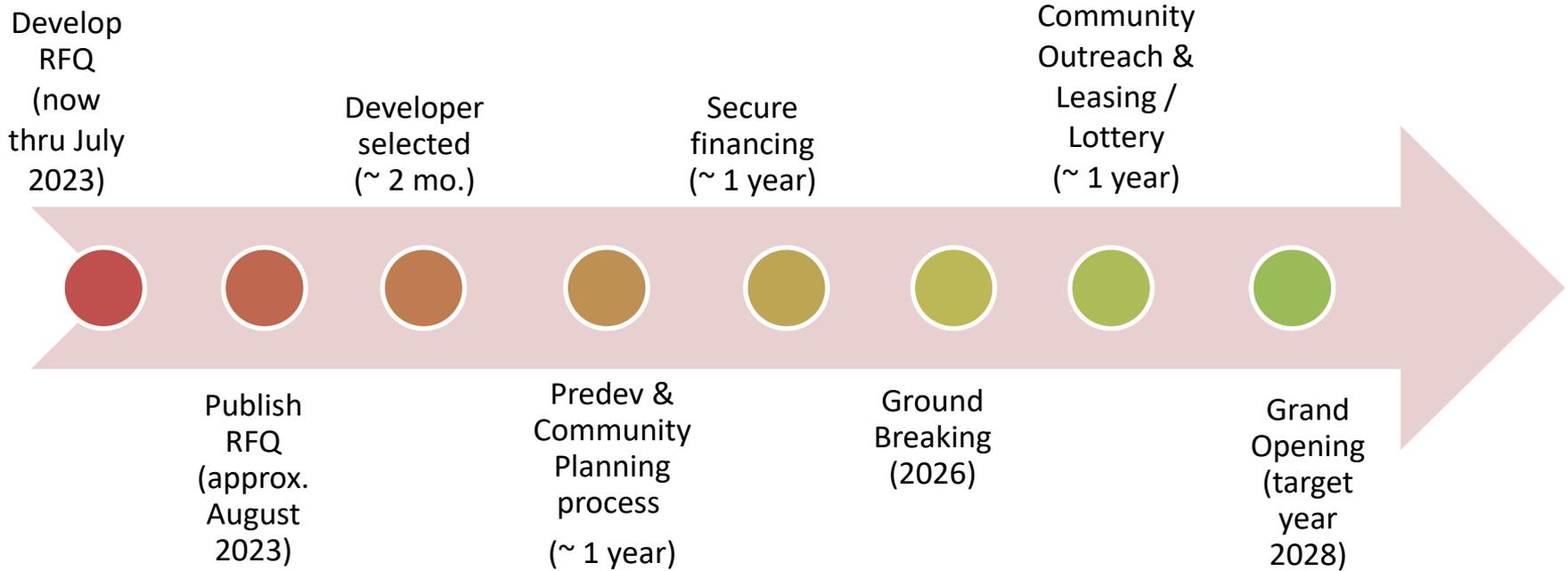


Advancing Racial Equity in the RFQ

- Developers describe how they will **prioritize residents who are eligible for housing preference** (certificate of preference, displaced tenant housing preference, and neighborhood housing preference).
 - Provide initial draft marketing plans within 18 months of TCO, consistent with the Mayor's Racial Equity statement and **promotion of positive outcomes for African American San Franciscans**.
- Applicants must submit **robust plans on community engagement** with residents who have housing preference and Black residents
- Whole project **teams must be diverse in staff and consultants**
- Exploration of substantive partnerships that **increase opportunity/capacity for Black and Brown developers**
- Applicants will **be scored on their ability to meaningfully meet these requirements at this first stage**, rather than leaving it to the end to negotiate
- **Diverse review committee** that includes community members who do not have conflicts



Timeline



Phases of Development: Design, Entitlements, Financing, Construction, Permanent Financing Completion.
Community Outreach ongoing from RFQ design



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