



**Facilities Support Services**  
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## **QUESTIONS & ANSWERS FROM PRE-SUBMITTAL MEETING**

### **TO THE REQUEST FOR PROPOSALS FOR QUALIFIED REAL ESTATE DEVELOPERS FOR SACRAMENTO CITY UNIFIED SCHOOL DISTRICT OLD MARSHALL SITE**

1. What possible joint uses will be considered?

**Response:** The District has not determined specific uses that it would consider as part of a Joint Occupancy Agreement. Development teams are encouraged to propose ideas that may benefit the District and that would complement their development proposal. The building does not meet current state architect structural requirements, so no K-12 students are allowed in the facility.

2. Is a retail component a required or desired element?

**Response:** Based on feedback received through outreach efforts to the community regarding the site, a mixed use retail project is an idea that will be considered. The development team must be able to support their proposal through their own independent financial and development feasibility. Retail is stated as a possible portion of the proposed project.

3. Is a State Architect review required?

**Response:** DSA will not be involved as the District does not intend any joint occupancy to include K-12 uses.

4. What additional studies and site evaluation material is available such as hazardous materials and surveys?

**Response:** All available data has been made available.

5. Why would a developer do a joint use agreement?

**Response:** Each development team must decide which deal structure (Joint Occupancy, long-term ground lease) works best for their proposed project.

6. How will sub-section D of the Evaluation and Scoring be weighted?

**Response:** This accounts for 20% of the scoring. The development team should carefully review this part of the RFP and evaluate how they can best demonstrate what is being asked.

7. Under Acceptable Proposal Characteristics, how should we interpret # 7 “If at all feasible, retain all or a portion of the building improvements in the project.”?

**Response:** The development team should carefully consider if they feel it is feasible to adaptively re-use the entire building, if only a portion of the improvements can be retained, or none can be retained. The development team must make that evaluation themselves and propose accordingly. There is an expressed desire to retain as much of the character of the property as possible. The development team must conduct its own feasibility and clearly explain its approach and what they feel can be achieved.

8. Who should we engage?

**Response:** Development teams are encouraged to engage as many stakeholders as they feel are needed to develop a successful project. The District will provide the organizations they have communicated with regarding the site. The development team is encouraged to focus a portion of their proposal on their stakeholder engagement approach and strategy.

9. Can we use historic tax credits?

**Response:** Development teams are encouraged to propose the use of any debt and equity sources that may be available to them. The District encourages creative financing approaches that are feasible. The development team should discuss the feasibility of securing and utilizing all sources they propose in their proposal including any risk factors and mitigating factors with their proposed financing plan.

10. What is the total square footage of all improvements?

**Response:** 26,258 square feet.

For questions regarding this information please contact Elena Hankard at [elena-hankard@scusd.edu](mailto:elena-hankard@scusd.edu) or 916-643-9233.

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