

# Request for Purchase and Development Proposals



**2227 & 2243 University Avenue**

**14,520 Square Feet of Vacant Land  
Between Franklin Avenue and Eucalyptus Avenue**

**15% affordable housing  
development opportunity  
in the Eastside  
Neighborhood of  
Riverside**

**Issued by: Successor Agency of the  
City of Riverside**

**Issued  
Date: May 8, 2024**

**Proposal  
Due Date: June 14, 2024**

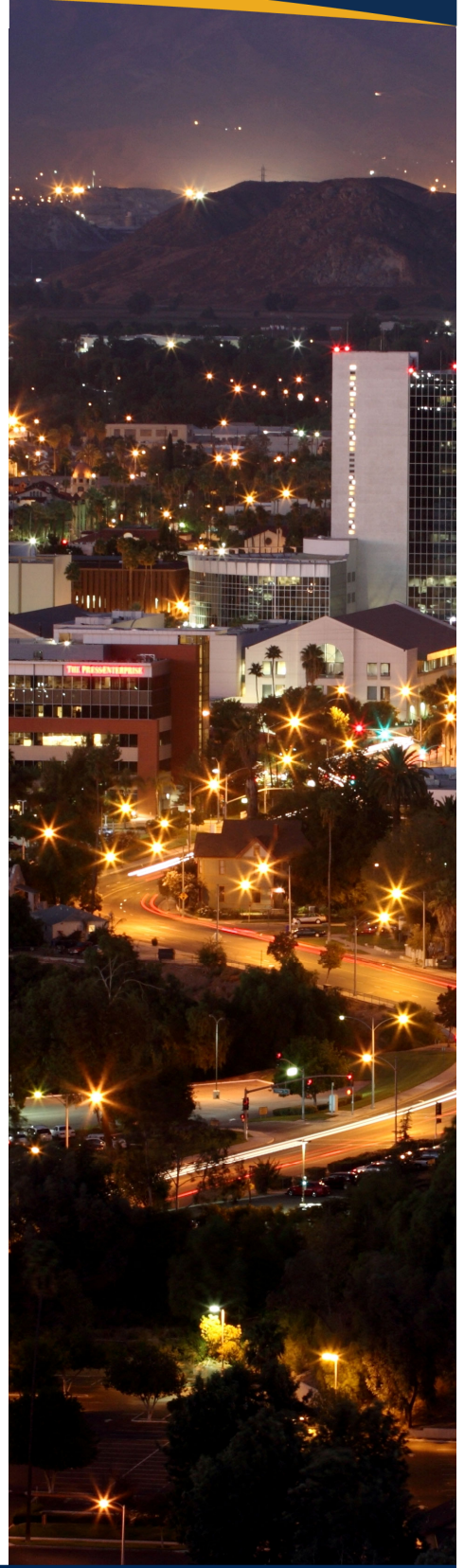


**City of Riverside  
Community & Economic Development Department**  
Attn: Patricia Sanchez  
3900 Main Street 3rd Floor, Riverside, CA 92522  
PSanchez@RiversideCA.gov

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EXHIBIT A: Legal Description and Site Map



# ABOUT RIVERSIDE



As the City of Arts & Innovation, Riverside has the distinction of being the cultural, civic, educational, and economic heart of the Inland Region. We are the 12th largest City in California and one of the fastest growing regions in the United States.

Incorporated in 1883, Riverside enjoys a rich heritage. Our historic roots, combined with our diverse population, create an arts and cultural hub, attracting crowds to over 340 performances and unique local events each year, including the award-winning Festival of Lights.

## RIVERSIDE RECOGNITIONS

**CITYLAB**

**8th** in the Metro Area  
for Retaining  
College Grads

CENTER FOR  
**DIGITAL**  
GOVERNMENT

**7th** in the Digital  
Cities Survey



**Best City to Live**  
22<sup>nd</sup> Annual Best of IE

**BUSINESS INSIDER**

**7th** Most Popular US City  
Where **Everyone**  
Wants to Live

**TIME**

**3rd** for Area Most Moved  
to by Millennials from  
2010-2015

**safewise** 

**14th** In Safest Metro  
Cities in America

# ABOUT RIVERSIDE



While Riverside is steeped in history, our community continually embraces the future, demonstrating economic diversity and resiliency. Riverside has invested billions in infrastructure improvements to serve residents and businesses, and we are reaping the rewards; over 30 million in private investment has come into our City each year for the last 3 years in a row. Riverside is ranked #1 among all Inland Southern California cities in virtually every economic indicator, including number of jobs, number of businesses and assessed valuation.

Riverside is home to three renowned universities and a strong community college supporting an estimated 65,000 students to meet future workforce demands. In addition, Riverside enjoys the unique advantage of having our own Public Utility which allows competitive rates and incentive flexibility that surpasses most other cities in Southern California. Businesses in our City benefit from excellent freeway and rail access, high-speed fiber optic telecommunications, reasonable land and building costs, and a large general aviation airport.

## RIVERSIDE QUICK FACTS

Population	Median Age	Average Household Income
317,558	32.9	\$107,976

# THE OPPORTUNITY



The City of Riverside, as the Successor Agency to the Redevelopment Agency of the City of Riverside (Successor Agency), is pleased to offer an exciting opportunity for the purchase and subsequent development of a project site in the Eastside Neighborhood. The neighborhood vision is a variety of housing opportunities featuring distinctive historic character, creating a livable and enjoyable environment.

The Eastside Neighborhood is diverse and has a family-friendly setting which promotes a strong community spirit. The area is nestled in the heart of the eastern portion of the City, between Downtown to the west, the active employment center of Hunter Industrial Park to the north, and the University of California Riverside to the east. The neighborhood is bordered by two major arterials, Chicago Avenue on the east and Third Street on the north, as well as the 91 freeway on the west. It is also bisected by two east-west arterials: Martin Luther King Boulevard/14th Street and University Avenue. This area has many fine schools, public facilities, community centers and is home to the Downtown Metrolink Station and the Bobby Bonds Park/Sports Complex.

To be considered responsive to this Request for Purchase and Development Proposals (RFP), a proposer must submit a proposal which includes the contents specified in this RFP. All requirements and questions in this RFP must be addressed and all the requested data must be supplied. The Successor Agency reserves the right to request additional information that is necessary to assure the proposer competence, including number of qualified employees, business organization and financial resources are adequate to perform under a development.

Developers are encouraged to seek out funding sources through the federal and state agencies as well as private financing to complete the development of the opportunity site.

# THE PROJECT SITE

The project site is approximately 14,520 square feet of vacant land, consisting of two (2) parcels, located at 2227 and 2243 University Avenue, between Franklin and Eucalyptus Avenues (Project Site). The parcels are identified as Assessor's Parcel Numbers 211-143-002 and -003. The Project Site is near the 91 freeway, Downtown Riverside and the University of California, Riverside. The Project Site is in the Eastside Neighborhood and is within the University Avenue Specific Plan.

The Successor Agency is seeking proposals from qualified developers to construct a **new mixed-use project (commercial and residential) or an all-residential development** on the Project Site (Preferred Development).

Additionally, the Preferred Development will successfully provide at least fifteen percent (15%) affordable housing to income qualified households and must remain affordable to low-income households (80% of Area Median Income and below) for at least fifty-five (55) years. All conditions will be imposed on the selected proposer in the form of a Covenant, Condition, and Restrictions Agreement, which will be recorded on the Project Site.



# DEMOGRAPHIC INFORMATION

Source: Esri

<b>Radius</b>	<b>3 Mile</b>	<b>5 Mile</b>
<b>Population</b>		
2028 Projected Population:	115,527	238,601
2023 Population:	112,196	231,334
2023 Median Age:	31	33
<b>Housing</b>		
2028 Projected Households:	37,412	74,739
2023 Census Households:	36,238	72,346
2023 Avg. Household Size:	2.86	3.06
2023 Owner Occupied Units:	16,860	40,012
2023 Renter Occupied Units:	19,378	32,334
<b>Income</b>		
2023 Avg. Household Income:	\$114,116	\$121,340
2023 Med. Household Income:	\$82,719	\$89,564
2023 Per Capita Income:	\$37,095	\$38,238

# INCOME AND RENT RESTRICTIONS



## INCOME RESTRICTIONS:

[2023 Adjusted HOME Income Limits for Riverside County](#)

By percentage of Area Median Income (AMI)

Household Size	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7 Person	8 Person
30% AMI	\$19,600	\$22,400	\$25,200	\$27,950	\$30,200	\$32,450	\$34,700	\$36,900
50% AMI	\$32,650	\$37,300	\$41,950	\$46,600	\$50,350	\$54,100	\$57,800	\$61,550
60% AMI	\$39,180	\$44,760	\$50,340	\$55,920	\$60,420	\$64,920	\$69,360	\$73,860
80% AMI	\$52,200	\$59,650	\$67,100	\$74,550	\$80,550	\$86,500	\$92,450	\$98,450

## RENT RESTRICTIONS:

[2023 HOME Program Rent Limits for Riverside County](#)

PROGRAM	Studio	1BR	2BR	3BR	4BR	5BR	6BR
50% OF MEDIAN	\$816	\$874	\$1,048	\$1,211	\$1,352	\$1,491	\$1,631
60% - 80% OF MEDIAN	\$1,040	\$1,116	\$1,341	\$1,540	\$1,699	\$1,856	\$2,013



# PURCHASE PRICE AND TERMS



## PURCHASE PRICE

The Project Site will be sold “as-is” and at fair market value. The California State Department of Finance (Department of Finance) may require a fair market appraisal to support the sales price. Please note that the Purchase, Sale and Development Agreement is subject to the approvals of the Successor Agency, the Countywide Oversight Board, and the Department of Finance.

## DEPOSIT AMOUNT

Should a proposal be accepted, a deposit in the amount of 2% of the proposed purchase price, or \$5,000, whichever is greater, will be required. The selected developer shall submit the required deposit amount upon execution of a Purchase, Sale, and Development Agreement (PSA). Please note that the deposit is non-refundable after 90 days from the effective date of an executed PSA.

## CLOSING COSTS

The Successor Agency shall be responsible for one-half of the cost of escrow charges and CLTA standard form policy of title insurance. The selected proposer shall be responsible for all recording fees, transfer taxes, and/or cost of documentary stamps and one-half of the cost of escrow charges.

# DEVELOPER CONDITIONS

Upon the Successor Agency, Countywide Oversight Board, and Department of Finance approvals, the following developer conditions will be imposed on the selected proposer in the form of a Covenant, Condition, and Restrictions Agreement, which will be recorded on the Project Site:

## PROPOSED USE

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The proposed use(s) for the Project Site must be compliant with all local, state, and federal zoning code, laws and

## RESTRICTED USES

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The following uses are restricted for the Project Site:

- Adult-oriented business or adult entertainment establishment;
- Sale of alcohol, except as allowed by the City after review and approval and permitted by the appropriate governmental agency; and
- Sale of weapons.

## SITE MAINTENANCE

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Upon closure of escrow, the selected proposer will, at his or her sole cost and expense, maintain the appearance and safety of the Project Site, remove all graffiti from the Project Site within 72 hours of its appearance, maintain in good order all landscape irrigation systems, and promptly remove and replace all dead and diseased landscaping material on the Project Site.

## TRANSFER TO GOVERNMENT AGENCY

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The selected proposer shall not sell, lease, convey, assign, or otherwise transfer fee interest in the Project Site to any governmental or non-governmental tax exempt entity that would result in the Project Site becoming exempt from the payment of real property taxes.

# PREFERRED DEVELOPMENT

The Project Site neighborhood is primarily single family residential areas with some multiple-family residential areas. Commercial areas are primarily along University and Chicago Avenues. The Project Site is within the Commercial Retail Zone and with a University Avenue Specific Plan overlay. The Preferred Development is a **mixed-use project with commercial and residential units**, with the requirement of at least 15% affordable housing for income qualified households **or a project using \*State Law incentives for 100% affordable housing development**. Proposers are encouraged to provide a creative design concepts that engages with the streetscape and is compatible with surrounding development by providing a high quality mixed-use development that incorporates commercial and multi-family residential, or an all-residential project.

\*To maximize the development potential of the Project Site, the City encourages proposers to consider new state incentives for affordable housing development including, but not limited, to the State Density Bonus Law (Cal. Gov. Code §65915 et seq.), Senate Bill 6 (the Middle Class Housing Act of 2022), and Assembly Bill 2011 (the Affordable Housing and High Road Jobs Act of 2022)

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## ZONING

Zoning: Commercial Retail and University Avenue Specific Plan Overlay Zone

General Plan: Mixed-Use Neighborhood

The link below provides information regarding the University Avenue Specific Plan, and each proposer is encouraged to review this document prior to the submission of a proposal.

[University Avenue SP \(With Figures\).pdf \(riversideca.gov\)](#)

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The link below provides additional information regarding the City of Riverside planning and zoning. Each proposer is encouraged to review this document prior to the submission of a proposal.

[Planning | CEDD \(riversideca.gov\)](#)

# DEVELOPMENT CONCEPT



The Preferred Development should be an efficient use of space in both commercial and housing unit configuration and floor plan, or an all-housing development. Live/Work units are encouraged. The dwelling units may have any number of bedrooms. Developers are encouraged to provide a variety of unit sizes. On-site management is required for any project with 16 or more units.

- Project Goals: Create and encourage opportunities for a variety of retail, office, cultural, residential, and visitor serving uses. Design, build, and operate a distinctive mixed-use project with clean, comfortable, and permanent accommodations.
- Neighborhood Design: In considering a potential project, proposers should be sensitive to the existing residential design patterns in the neighborhood. A successful proposal will demonstrate the following four specific elements that make up a neighborhood:
  - \* **Physical boundaries** – the size and type of buildings and perimeter streets can make the edges of the neighborhood clear.
  - \* **Connectivity** – the ability to move easily within the neighborhood and connect to its amenities, including common areas, schools, shopping, workplaces, and public transportation.
  - \* **Scale of the public realm** – continuity and consistency, from buildings to streetscape, and a differentiation from the area outside of the neighborhood creates a sense of place.
  - \* **The Buildings** – should be compatible with the scale and architecture of the neighborhood.

# REQUEST FOR PURCHASE AND DEVELOPMENT PROPOSALS

Each proposer is required to submit a proposal clearly addressing all of the requirements outlined in this RFP and any subsequent issued addenda. The details of the proposal shall be limited to twenty (20) pages and must include the single person who will be the primary contact for the proposer. Résumés and company qualification brochure data may be added to a 20-page proposal, provided this information is located in an Appendix at the back of the proposal.

Should the proposer have concerns about meeting any of the requirements, the proposer shall include a clearly labeled subsection with individual statements specifically identifying any concerns and exceptions.

Though the proposer may submit a proposal organized according to his or her preference, the proposal submitted must be clear and concise, and contain the following required information.

## COVER LETTER

The cover letter (addressed to Patricia Sanchez) shall include a brief general statement of intent to perform the services and confirm that all elements of the RFP have been reviewed and understood. The letter should include a brief summary of the proposer's qualifications and proposer's willingness to enter into a PSA under the terms and conditions prescribed by this RFP. Please provide the contact information for the main point of contact person during the selection process.

## DEVELOPMENT NARRATIVE

The proposer shall provide a preliminary development narrative, which shall include, but not be limited to:

- Type of uses, a proposed layout for the Project Site including a site plan and conceptual elevations;
- A **55 year pro-forma** attachment (including sources and uses and cash flow consistent with the affordability period);
- Project statistics with building square-footage and height, parking, residential unit and affordability mix, and phasing;
- An anticipated investment amount;
- Community benefit, including estimated annual sales tax revenue, property tax revenue and number of jobs to be generated;
- Detailed list of intended users;
- Projected occupancy dates;
- A long-term investment strategy and an anticipated duration of holding period; and
- Identify the property management company and programming opportunities that will be provided.

# DEVELOPMENT EXPERIENCE

The proposer shall provide a summary of qualifications and experience in developing complex projects that required interaction with a broad range of interested parties from both the public and private sectors and experience in affordable housing.

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## The following information is required from the proposer:

- Name(s), address(es), telephone number(s) and e-mail address(es) of the proposer and identify the single person who will be the primary contact.
- Description of experience within the most recent ten (10) year period related to projects that are similar in nature to the proposed development.
- Names, contact information (email) of the key team members including architect and general contractor. For each project reference, include the development team member's role in the completed project and the time period of his or her involvement.
- Photographs showing completed projects that are similar in nature to the proposed development including construction costs, completion dates, locations, land uses, scales, scope of services, and the role of the proposer in these projects.
- Describe in detail any innovative aspects of previous development experience.
- Any relevant property management experience.
- Describe how the proposed project will fit into the neighborhood and minimize any impact to surrounding land uses.

# FINANCIAL STRENGTH AND PROJECT TIMELINE

## FINANCIAL STRENGTH

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The proposer shall provide bank and financial statements, lender pre-qualification letters or any other financial proof that can assist the Successor Agency in determining whether the proposer has the capacity to secure the necessary financing or provide cash on hand to facilitate the purchase of the Project Site at the close of escrow and the subsequent development of the Project Site. The proposer shall also provide a list of assets for collateral he or she is willing to pledge (as necessary) for financing purposes. The proposal must include: development budget, sources and uses statement, a fifty-five (55) year pro-forma that covers the length of the affordability period.

## PROJECT TIMELINE

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The proposer shall indicate whether the requirement below is acceptable or propose a different timeline for due diligence/entitlements and construction period.

### **Due Diligence/Entitlements Period:**

It is anticipated that the selected proposer will review the condition of the Project Site within ninety (90) days after opening of escrow. The proposer shall provide a timeline for project entitlements. It is preferred that the selected proposer obtain entitlements and close escrow as soon as possible, but no later than eighteen (18) months from the execution of the PSA.

### **Construction Period:**

The proposer shall provide a timeline for the construction phase of the proposed development from the close of escrow including construction start and completion dates. It is preferred that construction of the proposed development be completed as soon as possible, but no later than two (2) years from the close of escrow.

# SELECTION PROCESS

The Successor Agency will conduct a selection process. During the selection process, the Successor Agency reserves the right to request clarification or additional information from individual proposers and some or all proposers to make presentations to Successor Agency staff and others.

## SELECTION CRITERIA

At a minimum, all qualified proposals will be evaluated based on the degree to which the proposal submitted includes the following criteria:

- Development Narrative (40%)
- Development Experience (30%)
- Proposer's Financial Strength (15%)
- Project Timeline (15%)

## INTERVIEWS

Selected proposers may be contacted for in-person interviews with the selection committee.

## SUCCESSOR AGENCY, COUNTY-WIDE OVERSIGHT BOARD, AND DEPARTMENT OF FINANCE APPROVALS

Successor Agency staff is required to present the selected proposer and purchase offer to the Successor Agency and Countywide Oversight Board for approvals. If approvals are received from both, the Successor Agency staff will prepare and submit a PSA to the Department of Finance. If the Department of Finance approves the PSA, then staff will forward it for execution by the selected proposer.

All proposals submitted in response to the RFP become the property of the Successor Agency and under the Public Records Act (Government Code § 6250 et. seq.) are public records. As such, all proposals may be subject to public review at least ten (10) days before selection and award. If a proposer claims a privilege against public disclosure for trade secret or other proprietary information, such information must be clearly identified in the proposal. Personal information should be labeled as confidential and will remain so. Please note that under California law, price proposal to a public agency is not a trade secret.



# INQUIRIES

All requests for clarifications, changes, exceptions, deviations to the terms and conditions set forth in this RFP should be submitted in writing to:

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**Patricia Sanchez**  
PSanchez@RiversideCA.gov

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To ensure fairness and avoid misunderstandings, **all communications must be in written format** and addressed **only** to the individual set forth above. Any verbal communications will not be considered or responded to. Written communications should be submitted via e-mail to the address provided above. All questions received by the due date will be logged and reviewed and if required, a response will be provided via an addendum to the RFP.

Please note: The Successor Agency shall not be liable for any expenses, which may include, but are not limited to, preparation of the proposal or related information in response to this RFP; negotiations with the Successor Agency on any matter related to this RFP; and costs associated with interviews, meetings, travel or presentations incurred by any proposer in relation to the preparation or submittal of the proposal. Additionally, the Successor Agency shall not be liable for expenses incurred as a result of the Successor Agency's rejection of any proposals made in response to this RFP.

## PLEASE BE ADVISED:

**Any communications, whether written or verbal, with any City Councilmember or City staff other than the individual indicated above, prior to award of a contract by City Council, is strictly prohibited and the proposer shall be disqualified from the consideration.**

# INSTRUCTION AND SCHEDULE

All proposals are due by or before

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**5:00 P.M. on June 14, 2024**

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This time and date is fixed and extensions will not be granted. The Successor Agency does not recognize the United States Postal Service, its postmarks or any other organization as its agent for purposes of dating the proposal. All proposals received after the deadline shown will be rejected,

returned to sender and will not receive further consideration.

Questions may be submitted to [PSanchez@RiversideCA.gov](mailto:PSanchez@RiversideCA.gov) by **MAY 23, 2024** and answers will be posted to [Riversideca.gov/cdd/rfp.asp](https://www.riversideca.gov/cdd/rfp.asp) by **MAY 30, 2024**.

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Email one (1) electronic file of the proposal to:

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**CITY OF RIVERSIDE**  
**Community & Economic Development Department**  
**Attn: Patricia Sanchez**  
**3900 Main Street, 3rd Floor**  
**Riverside, CA 92522**  
**[PSanchez@RiversideCA.gov](mailto:PSanchez@RiversideCA.gov)**

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Please note: The Successor Agency reserves the right to amend, withdraw or cancel this RFP. The Successor Agency also reserves the right to reject all responses to this RFP at any time prior to an agreement being executed. Furthermore, the Successor Agency reserves the right to request or obtain additional information about any and all submittals.