

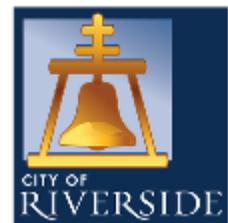
Request For Purchase and Development Proposals

**8,077 square feet of vacant land
Northeasterly corner of
Indiana Avenue and Van Buren Boulevard**

**A unique development opportunity in the
Arlington neighborhood of the City of Riverside**

Issued by: City of Riverside

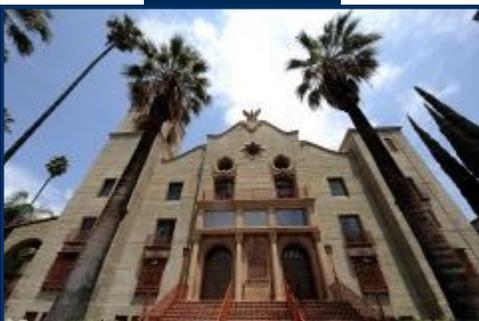
**Issue Date: July 7, 2016
Proposal Due Date: September 30, 2016**



RiversideCA.gov



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Incorporated in 1883, Riverside is a Charter City with a unique blend of historic charm and modern city features. While rich in history, Riverside is investing in the future and has invested billions of dollars in infrastructure improvements to serve residents and businesses well into the future. The uniqueness of Riverside comes from its people, “Riversiders”, and the strong collaborative partnerships that exist among civic, cultural, educational, and business leaders.

The award-winning City of Riverside is located approximately 60 miles (97 km) east of Los Angeles. The City is ranked #1 among all Inland Southern California cities in virtually every economic indicator; including number of jobs, number of businesses and assessed valuation. With a population of 317,307 people, the City is ranked the 59th-largest city in the United States. The City is the 12th largest city in California, the 6th in Southern California, and the largest city in the Inland Riverside-San Bernardino-Ontario metropolitan area of Southern California. The City continues to be recognized for its ongoing achievements and has received numerous awards.



Some of the awards and recognition that Riverside has received include: No. 1 City for Small Business by Inc. Magazine (2014), No. 8 Coolest City in America by Forbes (2014), No. 1 for Job Growth in 2013 (ASU), No. 2 Spot for Tech in the U.S. (2013), 2012 Intelligent Community Site of the Year, and 2011 Can-Do City (Newsweek).

Riverside has seen tremendous investment over the last 10 years resulting in an increasingly affluent and educated population and diversified industry clusters; all vital qualities for economic stability and long-term prosperity. As an important financial and professional center, Riverside offers the support of many legal, accounting, brokerage, architectural, engineering and technology firms as well as banking institutions.

Riverside is home to four internationally recognized universities and colleges which support an estimated 50,000+ students. The University of California, Riverside, California Baptist University, La Sierra University, and Riverside Community College, offer specialized training, research partnerships, and a high-technology environment to support emerging and innovative companies. Businesses in Riverside benefit from excellent freeway and rail access, high-speed fiber optic telecommunications, reasonable land and building costs, City owned electrical and water systems and a large general aviation airport.

Riverside enjoys a rich heritage which is reflected in the City's architecture, cuisine, culture, and civic life. Riverside has evolved from a quiet agricultural colony into a dynamic, active city and is a hub for higher education, technology, commerce, law, finance and culture. Riversiders enjoy many artistic venues from excellent film, dance and symphony to art, museums, and theater which add a layer of depth to the City experience.



The Opportunity

The development site is approximately 8,076 square feet of vacant land located in the Arlington area. The site is located at the northeasterly corner of Van Buren Boulevard and Indiana Avenue, adjacent and south of the Riverside State Route 91 Freeway.

The City of Riverside (City) is pleased to offer an exciting opportunity for the purchase and subsequent development of the vacant land located at the northeasterly corner of Indiana Avenue and Van Buren Boulevard, also known as a portion of Assessor Parcel No. 233-063-012 (Property).

The Property has been declared surplus by the City Council. The ideal proposer will have demonstrated relevant development experience and will construct a quality development which will enhance the surrounding neighborhood and provide job opportunities for local residents.



The Project Site

The Property is located in the Arlington South Neighborhood which has been a part of the City since its incorporation in 1883. Victoria Avenue, listed on the National Register of Historic Places, generally forms the southern boundary and the Riverside State Route 91 Freeway forms the northern edge. The eastern and western edges are Jackson and Tyler Streets, respectively.

The neighborhood is predominately residential with concentrated areas of commercial and industrial development. A variety of retail and office commercial uses are located along Indiana Avenue and Riverside Freeway frontage at the north edge of the neighborhood.

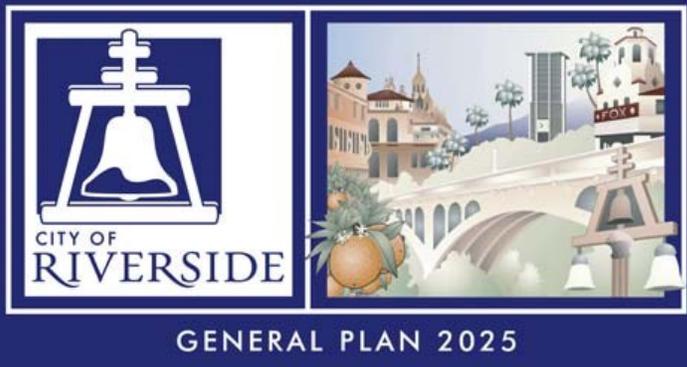
Centrally located is the Lincoln Plaza retail center and the Van Buren Drive-In theatre. Furthermore, the Property is well served by several public and private schools, as well as several institutions of higher learning including the nearby California Baptist University, La Sierra University, University of California Riverside, and Riverside Community College.

The Property is also located within the Arlington Business Partnership area. The partnership's mission is to represent and promote Arlington businesses, to stimulate its economy and initiate improvement projects that reflect a sense of pride for all who live, work and do business in Arlington.



Demographic Information (Source – ESRI)

Radius	3 Mile	5 Mile
Population		
2020 Projected Population:	136,705	255,707
2015 Population:	130,863	245,647
2015 Median Age:	30.3	32.5
Housing		
2020 Projected Households:	38,647	75,264
2015 Census Households:	37,204	72,658
2015 Avg. Household Size:	3.46	3.33
2015 Owner Occupied Units:	18,411	43,031
2015 Renter Occupied Units:	218,793	29,627
Income		
2015 Avg. Household Income:	\$63,899	\$75,264
2015 Med. Household Income:	\$50,994	\$56,709
2015 Per Capita Income:	\$18,550	\$22,495
2015 Households Earning Over \$100,000:	6,335	16,966
Employment		
2015 Daytime Jobs:	48,146	83,922



Zoning and General Plan

Zoning ordinances define land uses in a community and benefit the community by establishing design standards for the land use. The General Plan is the City's basic planning document and provides a blueprint for development throughout the community and addresses all aspects of development and community enhancement, including housing, traffic, natural resources, open space, safety, land uses, and public facilities by defining these guidelines. All of these aspects are considered whenever a builder, developer, or homeowner submits a plan for review.

The Property is located within the Commercial Retail Zone which is intended to allow for a broad range of indoor oriented retail sales and service, and office uses as either stand-alone businesses or as part of commercial centers or office developments. The General Plan designation is also commercial which is consistent with the current zoning. Each proposer is encouraged to review the City's Zoning Code and General Plan requirements and consult with the Planning Division to discuss proposed uses prior to submission of a proposal. Additional information regarding the City's Zoning Code and General Plan is available at the following website <http://www.riversideca.gov/planning/>



Developer Conditions

Upon City Council approval, 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 Property:

Proposed Use: The proposed use(s) for the Property must be compliant with all local, state, and federal zoning code, laws and regulations.

Restricted Uses: The following uses are restricted for the Property:

- 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: The selected proposer will, at his or her sole cost and expense, maintain the appearance and safety of the Property; remove all graffiti from the Property within 24 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 Property.

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



Request for Purchase & Development Proposals

Each proposer is required to submit a proposal clearly addressing all of the requirements outlined in this Request for Purchase and Development Proposals (RFP). 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 the 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 its preference, the proposal submitted must be clear and concise, and contain the following required information.



Purchase Price & Other Terms

1. Purchase Price & Other Terms

Purchase Price: The Property will be sold “as is” and is being offered for sale at a minimum amount of \$120,000 as determined by a recent independent third party appraisal. Please also note that the Purchase and Development Agreement is subject to the approval of the City Council.

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

Closing Costs: The City 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 cost of documentary stamps and one-half of the cost of escrow charges.

Brokers: Real Estate Broker participation is welcome. However, please note that the net sales proceeds to the City will be considered in the selection criteria - see Page 13.

The Proposer shall indicate the Purchase Price it is willing to pay for the Property and specify if the above terms are acceptable. If the terms are not acceptable, the Proposer shall stipulate terms for the City's consideration.

Development Narrative



2. Development Narrative:

The proposer shall indicate whether its proposed development concept is compliant with the City's current zoning regulation (as detailed on page 8) and if not, the proposer should indicate why its proposed development concept is better suited for the site. Ideally, the proposer shall provide a preliminary development narrative, which shall include, but not be limited to, the type of uses or mix of uses for development, a proposed layout for the Property including a site plan and conceptual elevations, a development pro-forma, project statistics with building square-footage and height, parking, an anticipated investment amount, community benefit including estimated annual sales tax revenue, property tax revenue and number of jobs to be generated, a detailed list of intended users and projected occupancy dates, a long-term investment strategy, and an anticipated duration of holding period. If no intended users have been identified, please identify the development as speculative.

Development Experience



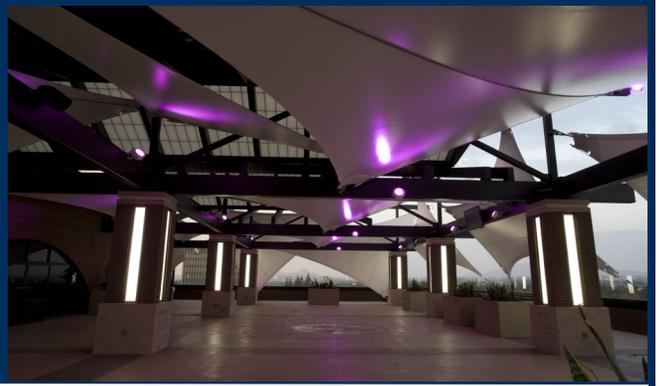
3. Development Experience:

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

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 for the proposer.
- Description of experience within the most recent ten-year period related to projects that are similar in nature to the proposed development.
- Names and addresses 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.
- Description of experience in completing projects of the scale and complexity of the proposed development.
- Any innovative aspects of previous development experience should be described in detail.
- Any relevant property management experience.

Financial Strength & Project Timeline



4. Financial Strength:

The proposer shall provide bank and financial statements, lender pre-qualification letters or any other financial proof that can assist the City and 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 Property at the close of escrow and the subsequent development of the Property. The proposer shall also provide a list of assets for collateral he or she is willing to pledge (as necessary) for financing purposes.

5. Project Timeline:

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 review the condition of the Property within ninety (90) days after opening of escrow. For your convenience, a site map depicting the location of existing Public Utilities has been included as Attachment 3. 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 purchase agreement.

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 City will conduct the selection process. The City is the final decision-maker regarding this selection, and it reserves the right to reject any or all proposals at any time. The City further reserves the right to request clarification or additional information from individual respondents and to request some or all respondents to make presentations to City, community groups or others.

Selection Criteria: The following criteria will be used for initial scoring purposes and to determine a proposer interview list (please note the City commits to interviewing, at a minimum, the top two responsive proposers).

- 1. Purchase Price (35%)**
- 2. Development Narrative (30%)**
- 3. Development Experience (15%)**
- 4. Financial Strength (10%)**
- 5. Project Timeline (10%)**

After proposer interviews, the City will re-score the interviewee's proposal using the aforementioned scoring criteria. The subsequent re-scoring of all interviewee's proposals shall be the basis for the selection of a proposer and a recommendation to the City Council for final approval.

All proposals submitted in response to the RFP become the property of the City 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.

Instruction & Schedule



All proposals are due by or before 5:00 P.M. September 30, 2016. This time and date is fixed and extensions will not be granted. The City does not recognize the U.S. 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. Furthermore, the City reserves the right to reject any and all proposals and to waive information and minor irregularities in any proposal received.

Questions may be submitted to landresen@riversideca.gov by 5 PM September 2, 2016 and will be answered and posted to www.riversideca.gov/cdd/rfp.asp by 5 PM September 16, 2016.

Mail (or hand-deliver) six (6) hard copies and one (1) electronic file of the proposal to:

**City of Riverside
Community & Economic Development Department
Attn: Lisa Andresen, Real Property Services Division
3900 Main Street, 2nd Floor
Riverside, CA 92522**

Please note, the City 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 the RFP; negotiations with the City on any matter related to the 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 City shall not be liable for expenses incurred as a result of the City's rejection of any proposals made in response to the RFP.

Inquiries



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

Lisa Andresen

landresen@riversideca.gov

The final day for the receipt of questions from the proposer shall be before **5 PM on September 2, 2016.**

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

Please note: City reserves the right to amend, withdraw or cancel this RFP. The City also reserves the right to reject all responses to this RFP at any time prior to an agreement being executed.