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County Manager

March 10, 2014

SANTA FE COUNTY
GALISTEO ROAD REDEVELOPMENT
RFP #2014-0240-PW/MS
ADDENDUM #2

Dear Bidders,

This addendum is issued to reflect the following immediately. It shall be the responsibility of interested Bidders to adhere to any changes or revisions to the IFB as identified in this Addendum No. 2. This documentation shall become permanent and made part of the departmental files. This Addendum shall be incorporated into the Contract Documents for the above referenced project.

Clarification 1: The intent of the RFP is to select the most qualified development team based on the selection criteria listed in the RFP. The short-listed firms will then provide a more detail submission during the Oral Presentations.

Clarification 2: There are two Early Neighborhood Notification (ENN) meetings concerning the Galisteo Road area:

Tuesday, March 11, 2014
5:30 PM
Geneveva Chavez Community Center

Saturday, March 15, 2014
1:00 PM
Geneveva Chavez Community Center

Clarification 3: Proposals continue to be due on March 28, 2014 at 2:00 pm. Proposal evaluations will be held from 3/31/14 thru 4/4/14, with Selection and Notification of Finalists on 4/7/14. Oral Presentation of Finalists will be on 4/28/14, with Best and Final Offers due from Finalists on 4/30/14 and Selection of Top-Rated Offeror on 5/2/14. Negotiation of Purchase

Contract with Selected Offeror will be held on 5/5/14 thru 5/13/14. The rest of the dates remain the same.

Pre-Proposal Questions:

Question 1: If we use 4% Low Income Housing Tax Credits (LIHTC) I believe we will be able to demonstrate a subsidy that will be in excess of the land value and such a donation would not violate NM law and occurs routinely in conjunction with LIHTC developments under MFA's oversight – does the County need to receive cash compensation?

Answer 2: No, the County does not have to receive cash.

Question 2: Would the County consider an in-kind trade for the land such as our property near Eldorado Tax ID # 128901157? I realize this question is a bit at odds with the first question but we are trying to figure out all our financing options.

Answer 2: Yes, the County would consider an offer of land.

Question 3: The RFP states that the Offeror must have \$1,050,000 in general liability coverage. Our insurance agent, Shane Muth at HUB, informs me that we must go from \$1,000,000 of coverage to \$2,000,000 of coverage. The increments are by \$1,000,000 only and so to meet the additional \$50,000 of coverage we would essentially have to double our insurance. Would the County consider allowing the Offeror to have just \$1,000,000 of coverage?

Answer 3: Santa Fe County accepts \$1,000,000.00 of coverage as long as there is more than \$50,000 under Umbrella or Excess insurance.

Question 4: Does the County expect the Offeror to have an architect chosen by the time of submission? I also am referring to the site sketch and how important that is in the scoring.

Answer 4: No. However, the RFP asks for an experienced development team that has worked together on similar project scopes.

Question 5: Does the County require a sketch as stated in Section V. Specifications, Paragraph 4. Concept Development Program?

Answer 5: The Offeror may provide a narrative or a sketch that best describes its vision for the site based on minimal requirements described in the RFP that includes its understanding of designing for an infill site and be cognizant of the neighborhood sensitivities.

Question 6: Has the County reached out to the neighborhood concerning this project?

Answer 6: Yes. Staff initiated a meeting with the Candlelight Neighborhood Association, which will be held on Saturday, March 15 at 1:00 PM at the Genoveva Chavez Community Center.

Question 7: Is it the plan for the selected Offeror to go to the City with the application for rezoning?

Answer 7: Yes. At present, we anticipate that the selected Offeror will be responsible for acting as the County's agent in securing the rezoning and general plan amendment, given that it is expected that the County remains as owner until these approvals are granted. In any scenario, the County and selected Offeror must both be actively involved in this approvals process.

Question 8: It takes about two years to get approval for rezoning. What if the application for rezoning is denied by the City of Santa Fe?

Answer 8: The following is an excerpt from a January 7, 2014 e-mail from Tamara Baer, Planning Manager with the City of Santa Fe: "As far as timing, if everything were to go smoothly, i.e. no delays, the Rezoning and General Plan Amendment (GPA) process could be accomplished in 5 months. That includes the following: (Official) pre-application meeting with the City of Santa Fe; Early Neighborhood Notification meeting (ENN); Planning Commission public hearing; Findings approved at the following Planning Commission meeting; City Council public hearing".

If the application for rezoning and General Plan Amendment is denied by the City of Santa Fe, the County staff would present alternative options for property use for consideration by the BCC.

Question 9: Would it make more sense for the County to get the rezoning and then sign off on the Purchase Agreement with the selected Offeror?

Answer 9: It makes sense for the rezoning application to be prepared with the knowledge of what may be built on the site, if the rezoning is secured. It would be helpful to be able to present the concepts of the selected Offeror as part of this process. In any scenario, the County and selected Offeror must both be actively involved in this approvals process.

Question 10: Is it the County's intent to own the concept from the short-listed firm?

Answer 10: Santa Fe County will return the non-awarded finalists' conceptual design back once the awarded development team is selected. Santa Fe County anticipates that the firms who are not selected will receive a stipend for their submission that is not being used.

Question 11: What is the funding source for the design?

Answer 11: The level of design that is required to respond to this RFP would be the financial responsibility of the Offeror, although the County would

reimburse the unsuccessful short-listed offerors up to \$7,500 of the documented expenses of preparing the information required for the oral presentation.

Question 12: What is the County's intent to receive federal clearance on the site that it is clean?

Answer 12: Given the information available, we anticipate that there is no need to secure a federal clearance on the site. A request for "no further action" has been made of the State Environment Department.

Question 13: What are the parameters for the design? Is it going to be a certain percentage of affordable or senior?

Answer 13: The requirements set forth in the RFP is that the design needs to include a minimum of 15% affordable, with 5% of the affordable housing needing to be provided to households in each of these three income tiers: under 50% Area Median Income (AMI), 50-65% AMI, and 65-80% AMI.

Question 14: Has a market study been conducted?

Answer 14: A site specific market study has not been conducted, however, a Housing Needs Assessment of the Santa Fe real estate market was prepared in March, 2013.

Question 15: How will the County know what the needs assessment is for the area?

Answer 15: BBC Research and Consulting prepared a Housing Needs Assessment for the City of Santa Fe in March, 2013. This report is available on the City of Santa Fe affordable housing website.

Question 16: Did the City approve any changes to its inclusionary zoning ordinance that affected requirements for rental projects?

Answer 16: The City of Santa Fe did approve changes to its inclusionary zoning ordinance and regulations on Wednesday night, however, none of the changes affected the 15% affordable housing requirement for a rental housing development.

Question 17: Has an appraisal be done for this property?

Answer 17: An appraisal is being prepared by Hippauf and Associates and will be made available when complete.

Question 18: Will the final appraisal be made available to the Offerors?

Answer 18: Once the final appraisal is delivered, it will be made available.

Question 19: Was the appraisal conducted pre- or post-zoning?

- Answer 19: The appraisal is being conducted post-zoning.
- Question 20: Have there been initial conversations with representatives from City of Santa Fe?
- Answer 20: Yes, with Tamara Baer, Planning Manager, with Bill Lamboy, who would manage the ENN process, with John Romero, City Traffic Engineer, and with Keith Wilson, Senior Planner with Santa Fe Metropolitan Planning Organization.
- Question 21: Have there been any conversations with Council members?
- Answer 21: No.
- Question 22: Is the County expecting a Financial Feasibility Study with the proposal submission?
- Answer 22: No. A concept construction and permanent financing strategy was requested as part of the submittal.
- Question 23: Is it fair to say that the two main issues for the neighborhood association would be traffic?
- Answer 23: From what we understand, the two main concerns of the association are traffic and height. Drainage is also a concern. A meeting will be held with the Candlelight Neighborhood Association on March 15, at 1:00 pm at the Genoveva Chavez Community Center.
- Question 24: Did the County consider rezoning prior to this solicitation award?
- Answer 24: Please see answers to Questions 7 and 9 above.
- Question 25: Does the awarded Offeror get another shot if the density proposed in the design gets shot down by the City?
- Answer 25: If the rezoning and General Plan Amendment application is denied by the City of Santa Fe, the County staff would present alternative options on moving forward to the BCC. Giving the awarded Offeror another shot would be one of the options.
- Question 26: Would the County consider putting in a provision in the agreement that awarded Offeror does not get approval from the City, that they can walk away from the deal?
- Answer 26: The County would not expect the Offeror to close on the property if the rezoning and General Plan Amendment request were denied.
- Question 27: Could an AIA be contracted to zone the property for the County?

Answer 27: No. See answers to questions 7 and 9.

Question 28: Will the County be using a different evaluation factors for the Oral Presentations?

Answer 28: Yes, the short-listed firms will be given different evaluation factors along with the additional submittal requirements prior to the Oral Presentations.

Site Visit Questions:

Clarification 4: The six acres described as the description of the property includes the Galisteo Road.

Clarification 5: Contact Information

- Survey (Bernie Alarid 505-660-3216) & Brian McClintock 505-771-8707)
- Appraisal & Title (Steve Brugger – 992-6752)
- Environmental Assessment (David Griscom – 995-2728)
- Site Clearance (Paul Olafson – 992-9866)
- Zoning & General Plan Designation (Tamara Baer – 995-6580)
- Sewer (Stan Holland – 955-4637)
- Water (Antonio Trujillo – 955-4266)
- Traffic Engineering (John Romero – 955-6631)
- Dry Utilities
- Topography (Leonard Padilla – 955-6616)
- SFHP Requirement (Alexandra Ladd – 955-6346)
- Early Neighborhood Notification (ENN) Process (Bill Lamboy – 955-6888)
- Candlelight Neighborhood Association (Barbara Levin - levinb@earthlink.net)

Question 29: Who would we contact for ENN?

Answer 29: Bill Lamboy at the City is the contact person. His phone number is listed above.

Question 30: Is the connection for the utilities in the road?

Answer 30: The water line and dry utilities are in the road, the sewer connection crosses Galisteo Road to the north and to the south of the subject property.

Question 31: Will all the off-site improvements required by the City be performed by the County or the awarded Offeror?

Answer 31: This would be the subject of negotiation between the County and the Selected Offeror. This is one of the issues that would be addressed by the short-listed offerors in their more detailed oral presentation to the County.

Question 32: What are the distances between the property and Zia Road, Zia Train Station, and the shopping center?

Answer 32: Property to Zia Road - 0.4 miles
Property to Zia Station - 0.5 miles
Property to Shopping - 0.6 miles
Property to Zia Station Walking – 10 Minutes
Property to Public Trail 30 seconds

Question 33: Would the County consider holding off on the demolition of the public works and site clearing because the selected developer will be using a survey of the property at its current state and once the property is cleared, the developer would have to get another survey?

Answer 33: The County would want to expend the monies budgeted for this task during FY 2015. At the request of the selected Offeror, the County may consider holding off on the demolition until later in the fiscal year.

Question 34: What is the schedule for the demolition?

Answer 34: Santa Fe County has not established the date; however, the Public Works Department will be budgeting for the demolition to occur in FY15. All demolition will be complete before the County transfers title of the property.

Question 35: Is the wall that runs against the neighborhood to the back of the property on the County property?

Answer 35: It appears from the survey that the wall is on the private property. We would want to verify this.

Question 36: How tall is the front of the building?

Answer 36: The tallest point of the building is approximately 20'.

Question 37: Do you know what the elevations are for the property?

Answer 37: Yes, we have a topo map with 2' contours.

Question 38: Will the County need to get a permit for the demolition from the City of Santa Fe?

Answer 38: This has not been discussed yet.

Question 39: Is there any asbestos in any of the buildings on site?

Answer 39: The presence of asbestos in the main building has not been confirmed in the analyses performed to-date.

- Question 40: Has there been any soil testing?
- Answer 40: There may be soil tests results in the Phase I ESA Report by Glorieta Geosciences Report provided on the Santa Fe County website at: http://www.santafecountynm.gov/asd/current_bid_solicitations
- Question 41: Will the concrete pads, other hard service areas, and any paving on the property be cleared in the demolition from the County?
- Answer 41: We are assuming that these will be part of the demolition, unless the selected Offeror prefers a different approach and is able to include that in its agreement with the County.
- Question 42: Is there a reason that the County would not let the awarded Offeror utilize the main Public Works building as part of their development design?
- Answer 42: No. That is a possibility.
- Question 43: Is there a drainage study for the two culverts that run across the property and feed into an arroyo?
- Answer 43: Possibly the City has such a study. We do not.
- Question 44: Will the County allow for other site visits from potential offeror team members?
- Answer 44: The Offerors may conduct further visits; however, they would need to contact Maria B. Sanchez at mbsanchez@santafecountynm.gov with at least a two day notice, visitors cannot go into any of the existing buildings, and it can only occur on Monday through Friday, 8:00 AM to 5:00 PM.
- Question 45: Will the electric poles and lighting be removed as part of the demolition?
- Answer 45: The County will remove the internal electric poles that are not located within a utility easement.
- Question 46: Would the County consider a design that would allow for the awarded Offeror to raise a portion of Galisteo Road to enhance the developed area as part of this project?
- Answer 46: Yes, the County would entertain such a design unless the Offeror was asking the County to pay for such improvements and the cost was prohibitive.
- Question 47: Is the road considered on-site improvements?
- Answer 47: The part of the road which is within the existing boundary survey would be considered on-site improvements.

Question 48: Is there an easement from the County to the City for the portion of Galisteo Road that is on the property?

Answer 48: Possibly. This would be a question best directed to the City.

Question 49: Does the County intend to abandon the wells on the property?

Answer 49: It is our understanding that the City would require the County to abandon the well as a condition of hookup to City water.

Question 50: Are there water rights associated with the wells?

Answer 50: We are investigating this.

Question 51: Will the County excavate the septic tanks or will they be filled with sand and closed?

Answer 51: The County will accept the guidance of the State Environment Department on this issue.

Please add this Addendum #2 to the original solicitation documents and refer to solicitation documents, hereto as such. This and all subsequent addenda will become part of any resulting contract documents and have effects as if original issued. All other unaffected sections will have their original interpretation and remain in full force and effect. Bidders are reminded that any questions or need for clarification must be addressed to Maria B. Sanchez, Senior Procurement Specialist at mbsanchez@santafecountynm.gov