Questions received on the MOHCD 730 Stanyan Street RFQ by October 9, 2019.

Questions received at the pre-submission conference meeting on October 2, 2019:

1. **Question:** For Qualified Project, what is the definition of formerly homeless?
   Answer: For the purpose of establishing a Qualified Project, the units must be restricted to homeless as defined by the funding agency that established the regulatory agreement or contract units at that particular site. A federally funded site, for example, may use a federal definition of homeless, while a state funded site may use a different definition of homeless. In any case, MOHCD seeks to determine that the Qualified Project includes units that are restricted to households that were once homeless prior to residency. The future development at 600 7th Street will serve households that are referred by San Francisco's Coordinated Entry System. More information about Coordinated Entry can be found on HSH's website.

2. **Question:** For the Qualified Project for developer, does the project need to be located in San Francisco?
   Answer: Yes. As stated in 2a of the RFQ, the Qualified Project for developer must be located in San Francisco.

3. **Question:** For the Developer and Owner Qualifying Project requirement, please clarify the requirement that the Qualifying Project be new construction in either Type V over I or Type III over I. Does the homeless-serving Qualifying Project need to meet this requirement?
   Answer: No - construction type is irrelevant with respect to a respondent's ability to develop housing for formerly homeless families. Respondents must submit one Qualifying Project that meets the following bullets.
   - new construction either a Type V over I or Type III over I construction type
   - at least 75 units in size
   - majority multiple-bedrooms (1+ bedrooms, see question #9 below)
   - mixed-use including residential

   If the developer does not have a Qualifying Project serving formerly homeless that meets the characteristics listed above, they may submit another Qualifying Project.

4. **Question:** Is there a minimum number of Qualified Project's respondents can send? Alternatively, is there a maximum number of projects?
   Answer: Respondents should submit one Qualifying Project each for the developer, owner, property manager and service provider. Respondents should not submit multiple projects for each specific qualification category. For the developer's Qualifying Project, two projects may be submitted if the developer has a Qualifying Project that serves the formerly homeless families, but does not meet the other criteria listed in section 2 of the RFQ.

5. **Question:** Is MOHCD able to provide any additional guidance with regard to parking and retail?
   Answer: With respect to parking, no. The City's goals are clearly stated in the RFQ. Whether parking is to be included on the site is not to be discussed in the qualifications. For the RFQ, a team should show that they will be able to effectively address the community's concerns about parking, but the City policy is to not build parking as part of the project. With respect to ground

floor use, the City has indicated in the RFQ that we anticipate the developer will lead a robust community process and complete financial analysis to determine the ground floor functions at the site.

6. **Question:** Related to professional services, what is the selection process? What are the LBE goals?
   Answer: The selected development team will procure professional services. The process to select professional services, through either RFQ or RFP, will be managed by the selected development team. The LBE/SBE goals are set by the City. In addition to incorporating the City's SBE and LBE goals, the selected developer will be expected to incorporate MOHCD's racial equity goals as part of their procurement process. Note: This RFQ does not include selection of professional services consultants to the Developer.

7. **Question:** On the project goal of a 120 units, did MOHCD did perform an analysis to determine this is feasible?
   Answer: Yes, broadly. A consultant to MOHCD performed this analysis as part of the National Environmental Policy Act (NEPA) process. The results of this analysis are included as part of the Environmental Assessment posted on MOHCD's website. The City used CDBG funds to fund site acquisition costs, which is why the City conducted NEPA review. Please note that the analysis conducted as part of the NEPA process is very preliminary, and the City has not completed any further architectural work. It is a big site, and MOHCD fully expects to get well over 100 units. At this point, MOHCD would like to limit the construction type to mid-rise (approximate height of the building to six stories) as a cost containment strategy.

Questions received from October 3-October 9, 2019

8. **Question:** Please clarify the height limitation of six stories. Is MOHCD limiting the height of the building in response to community concerns about construction of a taller building?
   Answer: MOHCD is expecting that the selected developer will construct a building with the maximum number of units possible while minimizing the number of studios and utilizing the most cost efficient construction type possible... MOHCD's rationale for recommending a mid-rise construction type/height limitation of six stories is due to increasing high construction costs associated with a taller structure.

9. **Question:** Qualifying Project characteristics, page 10: in the description of MOHCD's expectations for 730 Stanyan on page 3 of the RFQ, there is a reference to the family units being 1-3 bedroom units. However, the Qualifying Project requirements on page 10 refer to a building with "majority multiple bedroom" units. Should we assume that this requirement for Qualifying Projects means "majority 1-3 bedroom units"?
   Answer: Yes, please assume the requirement for a Qualifying Project means majority 1+ (inclusive of 1, 2, 3 and 3+) bedroom units.

10. **Question:** Can the corporate resolution date trail the submittal date of October 18?
    Answer: Yes – if demonstrated impossible to provide the corporate resolution at the time of application submission, applicant must submit evidence of Board support by the interview date.
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11. **Question:** Regarding developer experience requirements included Qualifying Projects, would this combination of projects represent the minimum experience required under 2a?

	SF	75+ units	Multi-Bdrm	Mixed Use	Low/VL	Formerly Homeless	LIHTC	Completed in last 10 Yrs
Project 1	x	No (72)	80%+	N/a	100%	?	x	Yes
Project 2	x	x	None	Retail	100%	100%	x	Yes

Answer: No – Project 1 does not meet criteria of a Qualifying Project because it does not contain at least 75 units and is not mixed-use.

12. **Question:** For Qualifying Project's as owner & property manager (for 2b and 2c or 2d), can we show projects that we are currently the owner and manager and we have managed for many years even If they were developed more than 10 years ago?
Answer: Yes. The Qualifying Project for the owner must have been owned by that entity for at least four years. The date of construction is irrelevant. Similarly, for the property management entity's Qualifying Project, the property management entity must have managed the Qualifying Project for at least 24 months up to submittal deadline. The date the Qualifying Project was developed is irrelevant.

13. **Question:** Regarding Qualifying Projects for the property manager and service provider, do the following requirements apply?
    - at least 75 units in size
    - majority multiple-bedrooms (see question 8)

Answer: Yes. These are required characteristics for Qualifying Projects for the property manager and service provider.