



## Government Center Development: Informational Survey and Questionnaire

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The County of Sonoma and the City of Santa Rosa are pleased to invite you to respond to an Informational Survey and Questionnaire to determine the market viability of developing the City and County government centers. This development opportunity could represent up to 700,000 square feet of government (County and City) occupied office space plus additional County government buildings, opportunities for additional City government buildings, as well as mixed-use retail and housing development, on at least approximately 100 acres of land in central Santa Rosa, California. *Responses must be received no later than 2:00 p.m. on August 21, 2018.*

Visit this [webpage](#) to read the full description of the government center concepts.

#### 1. Name of firm or organization

#### 2. Type of firm or organization

☐ Corporation☐ Sole Proprietor☐ Partnership☐ Non-Profit☐ Other (please specify)

#### 3. Contact person

#### 4. Title

#### 5. Address

**6. City, state, zip code**

**7. Phone**

**8. Fax**

**9. Email address**

**10. Description of firm or organization (Check all that apply)**

☐ Developer

☐ Architecture/Design

☐ Builder

☐ Financier

☐ Consultant

☐ Other (please specify)

**11. Please select the sector(s) with which your firm or organization has worked.  
(Check all that apply)**

☐ Commercial office

☐ Single or multi-family market rate

☐ Retail

☐ Retail development

☐ Municipal government offices/facilities

☐ Operations and maintenance

☐ Affordable housing

☐ Other (please specify)

**12. If your firm or organization has experience with municipal government, with what types of facilities have you worked? (Check all that apply)**

- |   |   |
|---|---|
| <input type="checkbox"/> Government offices     | <input type="checkbox"/> Communications towers/infrastructure |
| <input type="checkbox"/> Board Chambers         | <input type="checkbox"/> Data Centers                         |
| <input type="checkbox"/> Court houses           | <input type="checkbox"/> Medical/clinical                     |
| <input type="checkbox"/> Laboratories           | <input type="checkbox"/> Transportation                       |
| <input type="checkbox"/> Detention facilities   |   |
| <input type="checkbox"/> Other (please specify) |   |

**13. What are your firm's average gross annual receipts over the last 5 years?**

- |   |  |
|---|--|
| <input type="radio"/> Less than \$1 million         | <input type="radio"/> \$101 million to \$250 million |
| <input type="radio"/> \$1 million to \$25 million   | <input type="radio"/> \$251 million to \$500 million |
| <input type="radio"/> \$26 million to \$100 million | <input type="radio"/> \$501 million and above        |



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### Potential Development Bundles

We are considering creating bid bundles for development proposals. The bid bundles could be structured by location and by space type; office, commercial, retail, etc. as more fully described below. Developers would be able to bid on one or more of the bid bundles.

#### 14. Would you prefer a bid bundle approach?

☐ Yes

☐ No preference

☐ No

Please explain your preference.

#### 15. What types of development projects would be included in your ideal bid bundle? (Check all that apply)

☐ No bundle, prefer to bid on everything

☐ Government office space (including Board Chambers)

☐ Laboratory spaces (Morgue, Public Health Lab, or combined facility)

☐ Emergency Operations facility

☐ Other (please specify)

☐ Replacement of the current Hall of Justice (Court rooms, and office space for District Attorney, Public Defender, offices for the Courts, and potentially private attorney office space)

☐ Housing at one or multiple sites

☐ Commercial/retail

**16. Please explain why the above bid bundle is attractive.**

**17. What development size and associated financing is most attractive to your firm and why? Please explain your preference below.**

- ☐ \$1 billion and above ☐ Less than \$500 million
- ☐ \$500 million to \$1 billion ☐ No preference

**Please explain your preference.**

**18. Both the County and the City control real estate assets that could be utilized for private use and/or revenue as financial support. What are preferred options for utilizing real estate assets as described herein?**

**19. Both the County and City control real estate assets that could be utilized for private use and/or revenue as financial support. What information would you need to evaluate the market potential of these real estate assets? Please explain.**

**20. What are the most significant factors that would contribute to your decision to submit a proposal?**



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### Project Financing

**21. What financing structure do you prefer?**

**22. In your firm's experience what are the most significant contributing characteristics of successful local government development projects?**

**23. Does your firm or partnership have experience financing municipal government projects (facilities only) with the type of financing described below?  
(Check all that apply)**

- |  |  |
|--|--|
| <input type="checkbox"/> Public Private Partnership / Performance Based Infrastructure Project | <input type="checkbox"/> Debt or lease-revenue secured by a government entity (e.g. Certificates of Participation, Lease Revenue Bonds and/or Revenue Bonds) |
| <input type="checkbox"/> Direct capital purchase (from cash-on-hand, no debt or lease)         | <input type="checkbox"/> Debt secured by the private financing   |
| <input type="checkbox"/> Other (please specify)  |  |

**24. How many Municipal/Government building development projects have you delivered using Public Private Partnerships?**

- ☐ 0
- ☐ 1 to 5
- ☐ More than 5

**25. We are contemplating options for financing. What is the longest term your firm is generally willing to consider when financing a development program?**

- ☐ Less than 24 years
- ☐ 30 – 40 years
- ☐ 25 – 30 years
- ☐ Other (please specify)

**26. What level of financing (minimal amounts or ranges) do you believe are required to enable project delivery on the scale anticipated for the Government Center Development Concept(s)?**

**27. The City and County recognize that the scale of development under consideration will require significant internal resources. Therefore we are contemplating including provisions for recovery of administrative costs associated with the solicitation and negotiations process.**

**What level of administrative cost recovery would be realistic given your financing structure?**

- |  |                          |
|--|--------------------------|
| <input type="radio"/> 0%                         | <input type="radio"/> 4% |
| <input type="radio"/> 1%                         | <input type="radio"/> 5% |
| <input type="radio"/> 2%                         | <input type="radio"/> 7% |
| <input type="radio"/> 3%                         | <input type="radio"/> 8% |
| <input type="radio"/> Variable (please describe) |                          |





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### Solicitation Approach

**28. Please indicate your interest in responding to the following solicitation approaches. Please explain your preference below.**

	Very interested	Somewhat interested	Neutral	Somewhat uninterested	Not interested
A joint City/County solicitation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
City and/or County solicitations issued separately by each entity for its desired project(s)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please explain your preferences.

**29. What information should be in a final solicitation package? (Check all that apply)**

- |   |   |
|---|---|
| <input type="checkbox"/> Clearly defined County and City financial contributions to the project                         | <input type="checkbox"/> Local workforce hiring requirements  |
| <input type="checkbox"/> Physical property descriptions   | <input type="checkbox"/> Multi-family housing density objectives  |
| <input type="checkbox"/> Individual city and county department occupied existing square footage                         | <input type="checkbox"/> Anticipated Use, i.e. office, assembly, public access/customer service (i.e. permitting, public records searches, public safety) |
| <input type="checkbox"/> Anticipated growth factors for city and county departments                                     | <input type="checkbox"/> Known site constraints (seismic, geotechnical, existing utilities, setbacks, etc.)   |
| <input type="checkbox"/> Recommended adjacencies for city and county departments  | <input type="checkbox"/> The anticipated role of technology in operations and service delivery.   |
| <input type="checkbox"/> Required lease, public private partnership, or other applicable agreement terms and conditions | <input type="checkbox"/> Inspiration from preceding community visioning workshops or community surveys  |

Other (please specify)

**30. Based upon your prior experience working with governments, and given your understanding of available financing, tax incentives, and the options potentially available, would you in general prefer a solicitation (RFQ/RFP, or otherwise) that included which of the following prescribed objectives (rank order 1 least preferable to 5 most preferable):**



No objectives and complete flexibility in proposed campus location and development plan



A few high level objectives and flexibility in proposed campus location and development plan



A few high level objectives with prescriptive requirements for proposed campus location and development plan



Detailed objectives but with flexibility in proposed campus location and development plan



Detailed objectives with prescriptive requirements for proposed campus location and development plan

**31. Please provide any overall comments on best practices for municipal government center development projects.**

**32. The City and County have considered several locations for potential development and/or co-location opportunities. Based upon your prior experience working with governmental entities, and given your understanding of available financing, tax incentives, and the options potentially available, please indicate your interest in bidding on a solicitation (RFQ/RFP, or otherwise) with:**

	Very interested	Somewhat interested	Neutral	Somewhat uninterested	Not interested
City and County at separate, existing locations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
City and County co-located in downtown Santa Rosa	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
City at existing location (downtown Santa Rosa), and County at new location near Sonoma County airport	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
City at existing location (downtown Santa Rosa), and County at new location elsewhere	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please explain your preference and/or other possible solutions.

**33. If any of these locations had expedited permitting or financial incentives, would that create a significantly more attractive opportunity? And if yes, please indicate below what other incentives might create significantly more attractive opportunities.**

☐ Yes

☐ No

Please explain why or why not.

**34. How likely is your firm or organization to submit a proposal for any subsequent RFQ/RFP, if issued?**

Very likely

Somewhat likely

Somewhat unlikely

Very unlikely

Uncertain at this time



Please explain.

**35. Recognizing best practices from other jurisdictions we anticipate that more in depth conversations would be helpful. Would you be interested in participating in a follow-up meeting or telephone conversation for eliciting further feedback from you?**

☐ Yes

☐ No