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## **QUESTIONS & ANSWERS FROM EMAIL SUBMISSIONS**

### **TO THE REQUEST FOR PROPOSALS FOR QUALIFIED REAL ESTATE DEVELOPERS FOR SACRAMENTO CITY UNIFIED SCHOOL DISTRICT OLD MARSHALL SITE**

1. Has the District located any additional building plans, hazardous materials studies or seismic studies other than what is provided on the District's web site?

**Response:** The District does not believe it has any additional documents described above.

2. Section III, Joint Occupancy Agreement, item 1) references construction of buildings which will be jointly occupied by both parties. Does the District have specific program needs, area requirements, occupancy classifications (i.e. Group E or Group A) or functions that the Developer needs to address?

**Response:** DSA will not be involved as the District does not intend any joint occupancy to include K-12 uses.

3. Section III Joint Occupancy Agreement, last paragraph states "The annual lease payment may not be less than FMV as determined by a real estate appraisal prepared by the District." Is there an anticipated date as to when this will be accomplished and how? Further to this question, lacking any specific FMV criteria and for the purpose of preparing the Proposal, will the District recognize the City's General Plan that contains average property values, construction costs and soft costs as an interim working model, or some other reference standard as the basis for determining FMV until such time as the District has a completed and accepted appraisal?

**Response:** Any appraisal will depend on the proposal(s) received and the development mix being proposed, whether in the form of a ground lease or a joint occupancy scenario. Any appraisal analysis will be predicated on proposal(s) consistent with any zoning, general or specific plan requirements. The absolute minimum is a Fair Market Value (FMV) analysis to assure that the District is receiving a fair return on the Subject Property's value. Average property values are indicators, but not a specific determination of value, which is driven by land use, development proposal(s) and market considerations. A ground lease payment may be calculated annually, but

payment may be made more frequently depending on the development mix. This would be part of the negotiation process depending on what proposal(s) the Board directs staff to consider.

4. Section III, Long-term Ground Lease - How does the District envision a ground lease payment structure working?

**Response:** See 3 above.

5. Section III, Acceptable Proposal Characteristics, item 1) references "possible retail component" - Can the District elaborate regarding the definition of what it considers an acceptable "retail" use? Can this include neighborhood retail sales, services such as Fed-Ex / Copier, professional office space, restaurant / bar that serve alcohol, a micro-brewery, etc.?

**Response:** This is for the proposer to develop and to submit based upon permissible land uses. The District is not limiting the scope of development proposal(s) to be received and considered by the Board.

6. Section III, Project Cost, 2nd paragraph states "The cost of any studies or reports that SCUSD requires...shall be paid for by the Entity and..." - Does the District have a list of likely reports or studies that it anticipates it will require at this time?

**Response:** Not at this time. This is a function of due diligence review and also any requirements of the City of Sacramento after the proposal(s) are evaluated and any negotiations commence.

7. Section V references "sensitivity to the District's academic vision" - May we rely upon the vision as stated in various sections (Mission, Strategic Plan, etc.) of the District web site, or is there a specific "Vision Statement" that you can refer us to?

**Response:** Yes regarding reliance on the District website. This sensitivity would relate to a joint occupancy use that included an adult education component. No decision has been made by the District whether such a component would be included or excluded in a joint occupancy scenario. Any such decision depends on the proposal(s) submitted and direction by the Board.

8. Section VI, subsection D (page 13), item 1 states "Overall approach to operating and maintaining educational facilities." We believe this is a simple typo and that the intent is to address the operation and maintenance of a facility of the type being proposed rather than "educational facilities" - please verify. Additionally, Education Code requires school districts to maintain facilities so then, will the provisions of the Ed Code be considered as a part of the final agreement between the District and the Entity?

**Response:** Correct: Delete "educational" from item 1. The only Education Code requirements are for compliance with joint occupancy or ground lease. In a joint occupancy scenario, the District would be occupying space but the details of the joint occupancy and the maintenance and operation of the building(s) would be subject to negotiation. Similarly, the details of the ground lease scenario would be subject to negotiation.

9. During community meetings it was represented that the existing single-story build to the West of the Old Marshall building could be torn down. Can the District clarify or confirm its understanding of this as it relates to the historic classification of the building / site?

**Response:** The District cannot guarantee that this single story building can be demolished. This is a due diligence issue for the proposer and any historic classification review by the proposer.

10. Since the District will retain ownership of the property, shall we assume that the District would prefer to process applications for plan review through DSA to facilitate future (required by joint occupancy portion of this RFP) or as yet unknown uses by the District in the future?

**Response:** DSA will not be involved in any plan review. See 2 above.

For questions regarding this information please contact Elena Hankard at [elena-hankard@scusd.edu](mailto:elena-hankard@scusd.edu) or 916-643-9233.

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