

## Response to RFP Questions<sup>i</sup>

1. Would there be any willingness to partner with developers to have the DDA/QCT designation amended with HUD?  
[DGS will cooperate with developers of affordable housing seeking to obtain public financing assistance.](#)
2. The RFP states that proposals may be submitted by a consortium. Can DGS provide more information about the makeup and qualifications the State is envisioning for a consortium?  
[Answer: Please refer to the RFP, DISPOSITION PROCESS, Minimum Qualifications and Experience beginning on page 14.](#)
3. Can the consortium proposal include a land conservation or park infrastructure element?  
[Answer: Please refer to the RFP, SELECTION OF BUYER, beginning on page 21.](#)
4. Can you further elaborate on what the minimum elements of a proposal need to be in order to enter into an “Exclusive Negotiation Agreement (ENA)?”  
[Answer: Please refer to the RFP, SUBMITTAL REQUIREMENTS, beginning on page 16, and CONTENTS OF SUBMITTAL beginning on page 17.](#)
5. Would DGS consider a proposal that has a base purchase amount (i.e., a “floor”) while also allowing applicants more time to further develop the proposal through the ENA once additional financial information and consortium partners are secured? In other words, can there be a phased application where a certain purchase price is assured, with flexibility to increase the base amount assuming a favorable market and other feasibility considerations?  
[Answer: Please refer to the RFP, SUBMITTAL REQUIREMENTS, beginning on page 16, and CONTENTS OF SUBMITTAL beginning on page 17.](#)
6. How will DGS be valuing—or factoring into the selection process—“non-monetary benefits” such as affordable housing, land conservation, carbon sequestration, wildlife corridor protection and investment towards state climate and sustainability goals?  
[Answer: Please refer to the RFP, EXHIBIT 2, SCORING, beginning on Page 26 for scoring information.](#)
7. In regard to “sustainability” in your list of non-monetary benefits, what is included (e.g., land conservation and/or ecosystem services such as clean air, water and carbon sequestration)?  
[Answer: Please refer to the RFP, EXHIBIT 2, SCORING, beginning on Page 26 for scoring information.](#)
8. Can commercial interim leasing be a part of the proposal? What are the current leases on the property, their terms, expiration dates and lessees?  
[Answer: The state does not intend to enter into any interim leases for the Subject Property.](#)  
  
[The only current lease on the Subject Property is with the Sonoma Ecology Center. The current lease term expires June 30, 2023.](#)
9. Can DGS share any information about the projected costs, revenues and terms for additional leasing and adaptive reuse opportunities?

Answer: Please refer to EXHIBIT 1, ADDITIONAL RELEVANT DOCUMENTS AND RESOURCES, State's Documents and Materials.

- 10.** Have there been discussions with possible interim tenants, and can those contacts be shared?

Answer: No.

- 11.** Does DGS have an inventory of existing electric utility services, as well as an estimate of the cost to upgrade to accommodate increased density on the site?

Answer: Please refer to EXHIBIT 1, ADDITIONAL RELEVANT DOCUMENTS AND RESOURCES, State's Documents and Materials which can be accessed here:

<https://dgscloud.box.com/s/qkktfqx28pgyex553utcv52whb2r4on6>

- 12.** Does DGS have an assessment of the scope of improvements and the costs associated with the rehabilitation of any of the existing structures on site?

Answer: Please refer to EXHIBIT 1, ADDITIONAL RELEVANT DOCUMENTS AND RESOURCES, State's Documents and Materials which can be accessed here:

<https://dgscloud.box.com/s/qkktfqx28pgyex553utcv52whb2r4on6>

- 13.** Does the DGS consider this property to be subject to the Surplus Lands Act? If so, are there any requirements imposed on proposals by that Act that are not described in the RFP?

Answer: The Subject Property is not subject to the Surplus Lands Act.

- 14.** Will DGS consider a phased disposition of the property?

Answer: Please refer to the RFP, CONTENTS OF SUBMITTAL, Proposal, 5. Description of Benefits to the State, b. Price and Terms of Offer beginning on page 20.

---

<sup>i</sup> The state may have paraphrased and/or combined questions that dealt with similar subject matter.