
REQUEST FOR QUALIFICATIONS / CONCEPTUAL PROPOSALS
(RFQ/P)
AFFORDABLE HOUSING OPPORTUNITY
CITY OF BEVERLY HILLS



Request for RFQ/P Release Date: April 1, 2022

Request for RFQ/P Submittal Deadline: June 2, 2022 by 4:00 PM

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EXHIBITS

Exhibit A: Descriptions of Potential Development Sites

Exhibit B: Notice of Intent to Respond

I. INTRODUCTION

The Beverly Hills City Council has held multiple public meetings in recent years to discuss affordable housing issues and the development of an affordable housing project on a property already owned by the City. The City Council has authorized City staff to pursue the development of an affordable project.

The following Request for Qualifications / Conceptual Proposals (RFQ/P) is being distributed to identify qualified development teams that are offering conceptual development programs that meet the City's goals and objectives. The City will require the selected development team to undertake the following threshold activities:

1. Acquire the selected development site from the City in the form of a long-term ground lease.
2. Develop a senior citizen rental housing project in which 100% of the units are subject to long-term income and affordability covenants.
3. Manage and operate the completed project throughout the covenant period.

Development teams that can demonstrate the experience, capability, and creativity to successfully undertake this opportunity are invited to respond to this RFQ/P by outlining their:

1. Relevant experience;
2. Financial capabilities;
3. Conceptual development plans;
4. Conceptual financing and operation plans; and
5. Other information that will enhance the City's ability to evaluate the development team.

The pertinent actions and due dates related to this RFQ/P are as follows:

RFQ/P Release Date	April 1, 2022
Notice of Intent to Respond Form Due Date	April 15, 2022 by 4:00 p.m.
Deadline for Written Questions	April 22, 2022 by 4:00 p.m.
Release of Final Responses to Written Questions	April 29, 2022
RFQ/P Submittal Deadline	June 2, 2022 by 4:00 p.m.

The selection process will consist of two phases. The first phase will involve the identification of a shortlist of the development teams based on the identified selection criteria. The second phase will involve interviews of each of the shortlisted teams with City's evaluation committee. At the completion of the interview process, the City will conduct public outreach and make recommendations regarding the development to the City Council for consideration and direction.

If the City selects a development team, the next step in the process is for the City and the development team to enter into an Exclusive Negotiating Agreement (ENA) with a term of six (6) months. Any extensions to that term will be subject to City Council approval in their sole discretion. During the ENA period the City staff and the development team representatives will negotiate the terms of a ground lease and an Affordable Housing Agreement (AHA). If the negotiations are successful, the City staff will bring forward the draft ground lease and AHA for City Council consideration and action.

II. OVERVIEW OF THE DEVELOPMENT OPPORTUNITY

A. General Context

The City of Beverly Hills was incorporated in 1914, and it encompasses approximately 5.7 square miles. Beverly Hills has grown from a population of 550 in 1914 to 32,701 according to 2020 census data. Beverly Hills is a general law city with a City Council – City Manager form of government.

Beverly Hills encompasses approximately 5.7 square miles, and approximately 92% of the land area is residential in nature. Residential development in Beverly Hills can be divided roughly into the following areas:

1. The area to the north of Sunset Boulevard consists primarily of estate-style properties.

2. The central area, located between Sunset and Santa Monica Boulevards, is characterized by large homes.
3. The area to the south of Santa Monica Boulevard consists largely of condominiums and apartment buildings along with smaller single family homes.

With numerous corporate headquarters, more than 200,000 people work in Beverly Hills each day. However, even with its world-class profile, Beverly Hills remains a small town at heart, proud of its neighborhoods, municipal services, fine schools, and community involvement.

B. Potential Development Sites

On a preliminary basis, the City has identified seven potential development sites. The sites are identified below, and descriptions are presented in Exhibit A:

9268 West 3 rd Street
9298 West 3 rd Street
336 Foothill Road
Alden Surface Parking Lot
8421 Wilshire Boulevard, Metro Staging Yard
327 South Robertson Boulevard
333 North Crescent Drive

The City owns numerous other properties throughout Beverly Hills. Upon request, the City will provide prospective proposers with a list that identifies the entire City-owned portfolio. Proposers may choose to submit a proposal for any of these properties. The proposal should provide an explanation of how the City will recoup the opportunity costs associated with a proposal for any City-owned property outside of the seven identified potential development sites.

Zoning Designation and Development Standards

Prior to the transfer of the development site, the City will agree to modify the development standards to allow for the selected development scope to be implemented.¹ For the purposes

¹ Beverly Hills Municipal Code Article 13 of Chapter 1 of Title 1 states: “Notwithstanding any other provision of this code, no provision of this code shall apply to, direct, or restrict the city unless the provision specifically indicates that it is intended to apply to, direct, or restrict the city.” The City has previously invoked this provision for various projects that have been developed on City-owned properties.

of responding to this RFQ/P, respondents should assume that the City's existing development standards for senior/disabled housing in multifamily zones will be acceptable. These standards can be summarized as follows:

1. The maximum allowable building height is 60 feet.
2. The maximum density is 165 units per acre.
3. The base parking standard is one space per unit. However, this requirement can be reduced to .4 spaces per unit if an appropriate finding can be made by the City.
4. No more than 5% of the units in the project may include two bedrooms, and no unit in the project may include more than two bedrooms.
5. The following minimum unit sizes are applied by the existing development standards:

Unit Type	Minimum Size (Square Feet)
Studio Units	415
One-Bedroom Units	540
Two-Bedroom Units	800

Respondents that wish to diverge from any of the identified development standards must submit the following information:

1. A narrative description of the proposed modifications to the identified development standards;
2. An explanation of why the proposed modifications are necessary; and
3. A description of how the proposed modifications will enhance the opportunity for the project to fulfill the City's stated goals and objectives.

Project Amenities

It is the City's objective to attract an apartment project dedicated to very low and low income senior citizens. In addition, the City would like the project to include public serving amenities such as a plaza or courtyard; ground floor retail space; and/or other amenities identified by the respondents.

Financing and Operation Plans

The City is seeking a development that meets the following financial criteria:

1. The project must be demonstrably financially feasible to construct and operate throughout the ground lease term; and
2. The development team should maximize the use of available outside funding sources such as Low Income Housing Tax Credits (Tax Credits) in order to enhance the feasibility of providing very low and low income units.

III. THRESHOLD REQUIREMENTS

A. Development Team Experience Thresholds

Respondents must demonstrate the following threshold experience in order to be considered for selection in this RFQ/P process:

1. Experience in the successful development and management of affordable housing of comparable complexity and scale;
2. Demonstrated design experience with completed projects of comparable complexity, scale and nature;
3. Experience in application to and participation in federal, state, regional, and/or local affordable housing funding programs; and
4. Experience and capacity to conduct income verification and screening of tenants to ensure ongoing compliance with the defined income and affordability restrictions.

B. Transaction Structure

Respondents must agree to enter into negotiations with the City toward reaching agreements for the disposition and development of the selected development site. The transaction structure that will be entered into by the City will include the following component:

1. The development site will be conveyed to the selected development entity in the form of a long-term ground lease.
2. An AHA will be executed by the City and the selected development entity that includes the following key components:

- a. A schedule of performance will be included that defines the timeframe required for the developer to apply for and secure all the funding needed to complete the proposed scope of development.
- b. The depth of the proposed income and affordability restrictions will be defined.
- c. Maintenance quality standards will be defined by the City.

IV. SUBMISSION REQUIREMENTS

The RFQ/P is the City's first step in evaluating respondents interest in the development opportunity. The RFQ/P response should express the development team's interest, vision, and capability to undertake and operate the proposed project. Concise and focused responses are encouraged. Responses to this RFQ/P that include only one proposed site/project shall not exceed a total of 30 pages using a minimum 11 point font size. Responses that include more than one site/project may have up to 5 additional pages for each additional site.

The submittal shall include each of the following elements:

A. Submittal Cover

The submittal cover must include the following information:

1. RFQ/P title;
2. Submittal due date; and
3. Identification of the development team; the name, address, telephone number, and e-mail address of the principal contact for the respondent must be provided.

B. Table of Contents

The table of contents shall list corresponding headings and pages to allow for easy reference by the City's evaluation committee.

C. Cover Letter

The cover letter shall be brief and clearly identify the respondent's principal contact, including physical address, email address, and telephone number. The cover letter must include a statement verifying that the respondent will agree to adhere to the minimum income and

affordability standards identified in this RFQ/P. The signatory shall be an individual with legal authority to bind the development team.

D. Development Entity

1. Identify the entity that would enter into a ground lease and AHA with the City, including partners, lead planning and design firm(s), and other consultants, if known.
2. For each firm included in the development team, briefly describe its role, relevant experience, and specialization.
3. Identify the project manager and personnel that will be implementing the development concept through day-to-day management, and their level of experience and responsibility.
4. Provide resumes for each of the project managers and key staff members that will be working on the proposed project.

E. Conceptual Development Program

This section should identify the respondent's cohesive vision for the proposed project(s). For each proposed project include:

1. An identification of the proposed development site.
2. A narrative description of the proposed development concept that includes the following:
 - a. Project Units:
 - i. The total number of units;
 - ii. The bedroom mix; and
 - iii. The income and affordability standards.
 - b. The number and type of parking spaces.
 - c. Any public amenities proposed to be provided.
 - d. A residency preference for Beverly Hills residents to the extent allowable by outside funding sources and applicable fair housing laws.

3. A conceptual development plan that illustrates the proposed site and building configurations.

F. Financing Strategy

This section should demonstrate how the project can be constructed and operated in a financially feasible manner. The required information includes:

1. A brief narrative that describes:
 - a. The approach to implementing the development concept;
 - b. The management and operation plan; and
 - c. How the project fits into the development team's overall business strategy.
2. A conceptual construction period sources and uses of funds statement and a permanent sources and uses of funds statement for the project.
3. A development pro forma that identifies the construction costs for the proposed development scope broken down into direct construction costs, indirect construction costs, developer fee ,and financing costs.
4. The following operating pro forma information:
 - a. Estimates of income, operating expenses and debt service payments for the project at stabilized occupancy; and
 - b. A conceptual cash flow projection for the project over a 15-year period following the project's full buildout and achievement of stabilized occupancy.

G. Financial Capability

1. Provide a narrative that identifies the development team's capacity and financial strength to secure the equity and financing required to implement the proposed project.
2. Provide contact information for the debt, equity, and public financial assistance sources that were used to fund the costs associated with the projects identified in the previous section of this RFQ/P.

3. Provide financial statements for the past two years that were independently prepared in accordance with generally accepted accounting principles.²
4. Disclose if any member of the development team has ever defaulted on its financial obligations, has had developments that were foreclosed upon, or if bankruptcy has ever been filed.
5. Identify any legal actions taken against any member of the development team in the past five years, including fair housing violations.

H. Comparable Development/Property Management Experience

1. Provide, no fewer than three (3) and no more than five (5), examples of the development team's experience developing affordable housing projects that are of the same magnitude and quality level as the proposed project. The City prefers examples of projects that are underway or were completed within the past five (5) years.
2. Describe the development team's property management and affordability compliance experience with Low Income Housing Tax Credits, regulatory agreements, and other applicable state and federal rules and regulations.
3. Outline the process that will be applied to ensure high quality property management and project operations throughout the income and affordability covenant period.
4. Indicate if the development team has experience working on projects in jurisdictions similar to Beverly Hills.
5. Provide additional information regarding each member of the development team including:
 - a. The length of time in business;
 - b. The firm's ownership structure;
 - c. The location of the principal offices; and
 - d. The identification of the office that would undertake the proposed project.

² The financial statements can be submitted to the City Attorney under separate cover. The financial statements do not count towards the page limit imposed by this RFQ/P.

I. Implementation Timeframe

1. Discuss the development team's timeline to initiate and complete the proposed project's development scope after executing a ground lease and an AHA.
2. Outline a critical path schedule for the proposed project's completion and methodology of due diligence including:
 - a. Formulation of development concepts;
 - b. Financing strategy;
 - c. City planning reviews, and
 - d. Completion of the proposed development scope.

J. Potential Conflicts of Interest

Disclose if any member(s) of the development team staff, board of directors, or other governing body is or has been any of the following within the past four years:

1. A City of Beverly Hills employee or consultant;
2. A City of Beverly Hills City Councilperson;
3. A Board or Commission member who has direct influence on the use of public funding.

V. AVAILABLE RESOURCES

In order to pose questions pertaining to this RFQ/P and to receive answers to the questions posed by other proposers, development teams must submit a Notice of Intent to Respond form attached as Exhibit B to this RFQ/P by 4:00 PM on April 15, 2022. Please submit the form via email to Logan Phillippo at lphillippo@beverlyhills.org with copy to ttway@beverlyhills.org and jgernes@beverlyhills.org.

VI. RFQ/P SUBMITTALS AND QUESTIONS

Development teams responding to this RFQ/P must submit one (1) original hard copy, four (4) additional hard copies, and one (1) digital PDF file (on a thumb drive). Responses to this RFQ/P shall not exceed a total of 30 pages using a minimum 11 point font size.

The submissions shall be placed in a sealed envelope that is addressed to:

City of Beverly Hills
455 North Rexford Drive
Beverly Hills, California 90210
Attention: Logan Phillippo, Real Estate/Special Programs

Request for Qualifications
Affordable Housing Development Opportunity
City of Beverly Hills

Responses to this RFQ/P are due no later than 4:00 PM on June 2, 2022. Incomplete submittals, incorrect information, or late submittals shall be cause for disqualification. Copies received by e-mail and/or fax will not be accepted.

Questions regarding this RFQ/P must be submitted by email prior to 4:00 PM on April 22, 2022. Please submit all questions via email to Logan Phillippo at lphillippo@beverlyhills.org with copy to ttway@beverlyhills.org and jgernes@beverlyhills.org. For questions timely submitted, the City will provide final written responses by April 29, 2022 to all interested parties that have filled out and submitted the Notice of Intent to Respond form attached as Exhibit B to this RFQ/P.

VII. SELECTION PROCESS AND CRITERIA

Respondents will be evaluated on the strength and experience of the development team, the team's vision for the affordable housing use of the development site, and the long-term management and operation of the proposed project. The City has assigned the following point system to the specific evaluation criteria:

Criteria	Maximum Points
Development Entity	20
Conceptual Development Program	25
Financing Strategy / Financial Capability	25
Comparable Development / Management Experience	20
Implementation Timeline	10
Total	100

The City anticipates that interviews will be held with the shortlisted development teams. Following the interviews, the selection committee may recommend a finalist development team with which to enter into an ENA, subject to City Council consideration and approval.

VIII. POTENTIAL FUTURE OPPORTUNITIES

The City has an inclusionary housing program that will result in the development of units that are subject to income and affordability covenants. The City hopes to engage an outside entity to administer the affordable housing portfolio. This information is provided for contextual purposes only. It is not a part of this RFQ/P.

IX. CAVEATS

A. Rights and Understandings

The City reserves the following rights to take the following actions with respect to the RFQ/P:

1. Accept or reject any submittals received in response to the RFQ/P.
2. Accept, reject, or negotiate modifications to any of the submissions received in response to the RFQ/P.
3. Issue additional solicitations for proposals and/or addenda to the RFQ/P.
4. Negotiate with one or more the respondents.
5. Select any submission as the basis for negotiations, and to negotiate with respondents for amendments or other modifications to their submissions.
6. Waive any irregularities in any submission.
7. Conduct investigations with respect the qualifications of each respondent; and/or to obtain additional information deemed necessary to evaluate the respondent's experience and financial capabilities.

B. Cost Liability

The City is not liable to pay or reimburse any costs incurred by the respondents in the RFQ/P process. This includes any of the costs that may be incurred by the development team by undertaking the following activities:

1. The preparation of its response to the RFQ/P.
2. The response to any request for information made by the City during the selection process.
3. Negotiations with the City on any issue related to the RFQ/P.
4. Participation in interviews associated with the developer selection process.
5. Negotiations with the City related to the preparation of an ENA.
6. Negotiations with the City related to the preparation of a ground lease and an AHA.

C. Amendments

Any amendments to the RFQ/P will be issued by the City. The City will not be bound by any oral statements or modifications. If the RFQ/P is amended, all terms and conditions that are not modified will remain unchanged. Respondents shall acknowledge receipt of each amendment to the RFQ/P in writing by including a statement to such effect in its submission.

All respondents should note that the award of any contract pursuant to this solicitation is dependent upon the recommendation of the City staff and the approval of the City Council.

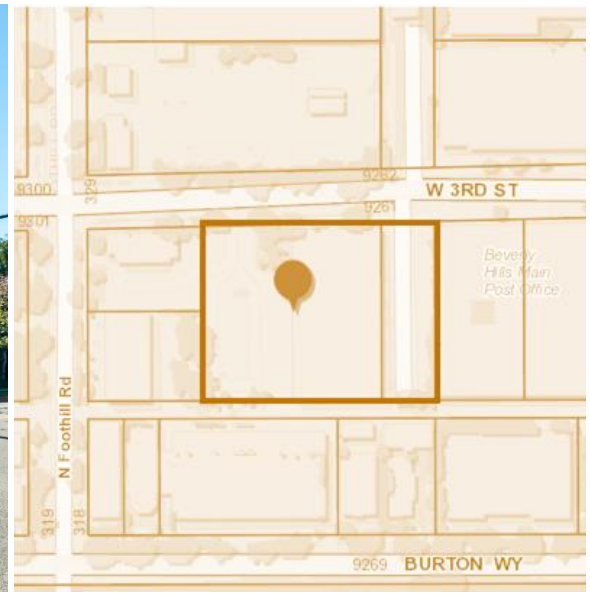
Thank you for your interest in this opportunity.

EXHIBIT A

DESCRIPTIONS OF POTENTIAL DEVELOPMENT SITES

SITE #1
9268 WEST 3RD STREET

9268 W. 3rd St. Office Building



Property Overview

Vacant single-story brick office building with adjacent surface parking lots to the east and west.

Key Information

Property Information	Zoning	Primary Use
<ul style="list-style-type: none">Year Built: 1937Stories: 1Building sqft: 19,008Land sqft: 51,283APN(s): 4342-010-901 4342-010-904Owner: City	<ul style="list-style-type: none">Commercial Low Density General & MunicipalPublic Service Zone (P-S)	<ul style="list-style-type: none">VacantFormerly leased to Lakeshore Entertainment through 3/31/2020

Property Revenue

Activity	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Lease Activities	\$(1,135,320.15)	\$(1,172,658.96)	\$(1,212,753.87)	\$(930,896.55)	-

Additional Insights/Potential Hidden Costs

- A commercial lease agreement at this site could bring in up to approximately \$100,000 per month with annual increases once the certain building infrastructure has been replaced/repaired. This is based on proposals previously submitted to the City.
- The building is in need of upgrades to the roof as well as certain base building mechanical, electrical and plumbing (MEP) systems, dependent on the scope of future use.
- The surface parking lot to the east has 23 striped parking spaces, to the west has 31 striped parking spaces.
- The property is situated behind (to the north of) taller properties along Burton Way, including a residential structure and the L'Ermitage Beverly Hills, with separation via an alleyway.

Additional Photographs



SITE #2
9298 WEST 3RD STREET

9298 W. 3rd St. Office Building



Property Overview

Leased single-story brick office building.

Key Information

Property Information	Zoning	Primary Use
<ul style="list-style-type: none">Year Built: N/AStories: 1Building sqft: 1,902Land sqft: 12,104APN(s): 4342-010-900Owner: City	<ul style="list-style-type: none">Commercial Low Density General & MunicipalPublic Service Zone (P-S)	<ul style="list-style-type: none">Commercial Leases Beverly Hills City Employee Federal Credit Union

Property Revenue

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Lease Activities	\$(10,000.00)	\$(12,000.00)	\$(12,000.00)	\$(12,000.00)	\$(12,000.00)

Additional Insights/Potential Hidden Costs

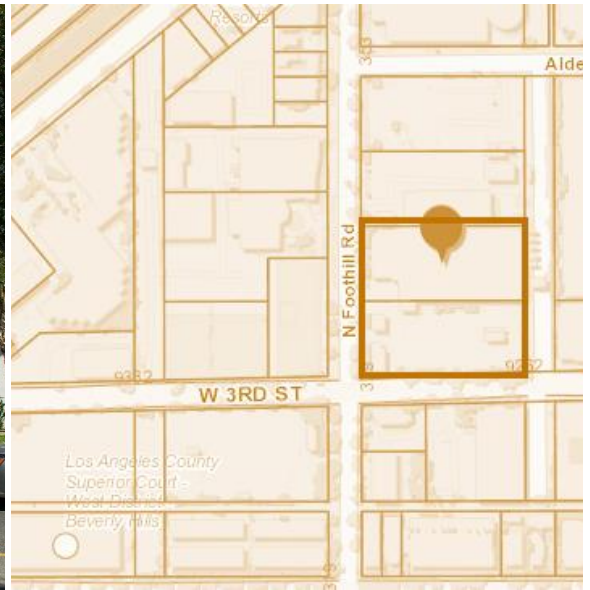
- The City currently collects \$1,000 per month as a part of a month-to-month agreement with the Beverly Hills City Employees Federal Credit Union. If the City were to choose to relocate those offices to another City-owned property, capital expenditures could be required.
- There are approximately 15 striped parking spaces associated with the building.
- Parking behind (to the south of) the building is accessed via the adjacent 9268 W. 3rd St. office building, which is also owned by the City.

Additional Photographs



SITE #3
336 FOOTHILL ROAD

336 Foothill Rd. Office Building



Property Overview

Vacant office building with historically significant elements and one level of subterranean parking along with adjacent surface parking lot that has two auxiliary single-story brick buildings.

Key Information

Property Information	Zoning	Primary Use
<ul style="list-style-type: none">Year Built: 1925Stories: 2Building sqft: 61,595Land sqft: 97,557APN(s): 4342-009-903 4342-009-904Owner: City	<ul style="list-style-type: none">Commercial Low Density General & MunicipalPublic Service Zone (P-S)	<ul style="list-style-type: none">Vacant office buildingFormerly leased to Virgin Records through 11/12/2004

Property Revenue

N/A – The building is vacant.

Additional Insights/Potential Hidden Costs

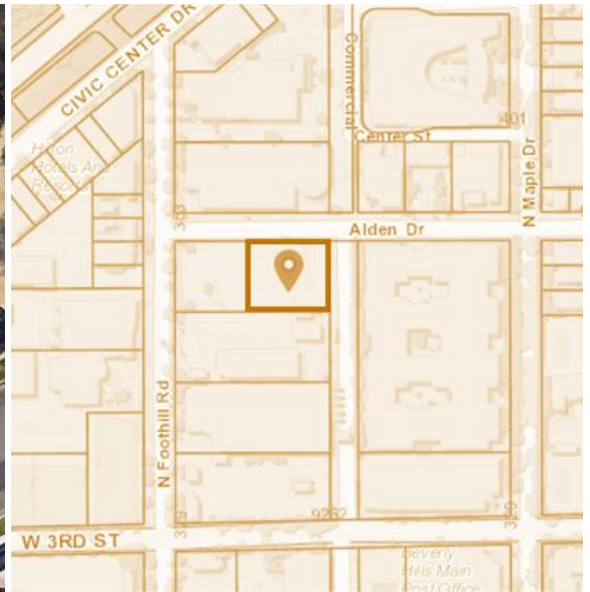
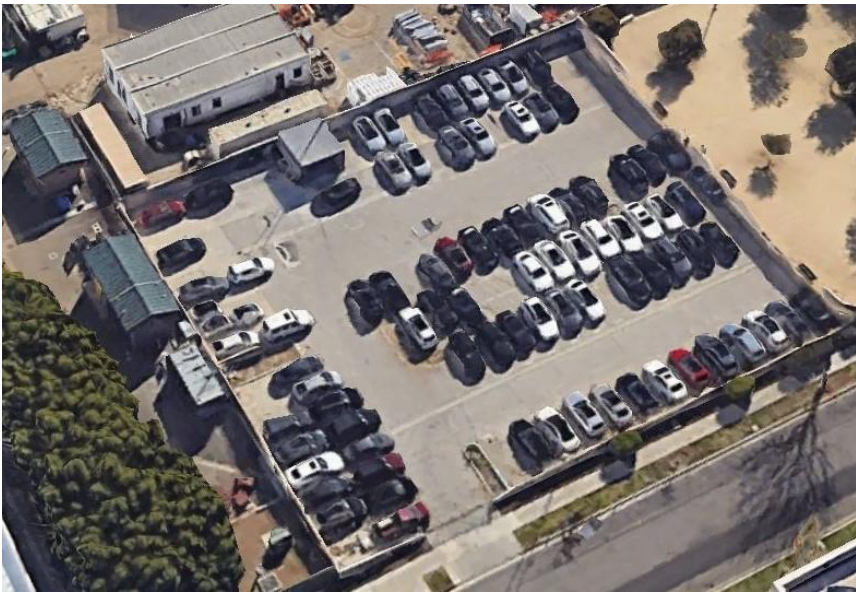
- City Staff estimate that a commercial lease agreement at this site could generate up to approximately \$310,000 per month with annual increases once certain building facilities have been replaced/repared. This is based on a proposal previously received. The building would first require of substantial upgrades performed by the City in order to be leasable.
- There is one level of subterranean parking with approximately 55 parking spaces.
- There is an adjacent surface parking lot that can accommodate up to approximately 128 parking spaces. The Public Works Department currently uses it as a laydown yard. Impound vehicles are also stored at this location.
- A 1985/86 Historic Resource Inventory compiled by the City states the historical and architectural importance of the building. However, the building is not listed on the City's Local Register of Historic Properties.

Additional Photographs



SITE #4
ALDEN SURFACE PARKING LOT

Alden Surface Parking Lot



Property Overview

A surface parking lot with an existing month-to-month lease for parking/vehicle storage.

Key Information

Property Information	Zoning	Primary Use
<ul style="list-style-type: none">• Year Built: N/A• Stories: N/A• Building sqft: N/A• Land sqft: 24,750• APN(s): 4342-009-906• Owner: City	<ul style="list-style-type: none">• Low Density General & Municipal• Public Service Zone (P-S)	<ul style="list-style-type: none">• Commercial Lease Mercedes Benz of Beverly Hills

Property Revenue

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Lease Activities	\$(42,000.00)	\$(42,000.00)	\$(42,000.00)	\$(42,000.00)	\$(42,000.00)

Additional Insights/Potential Hidden Costs

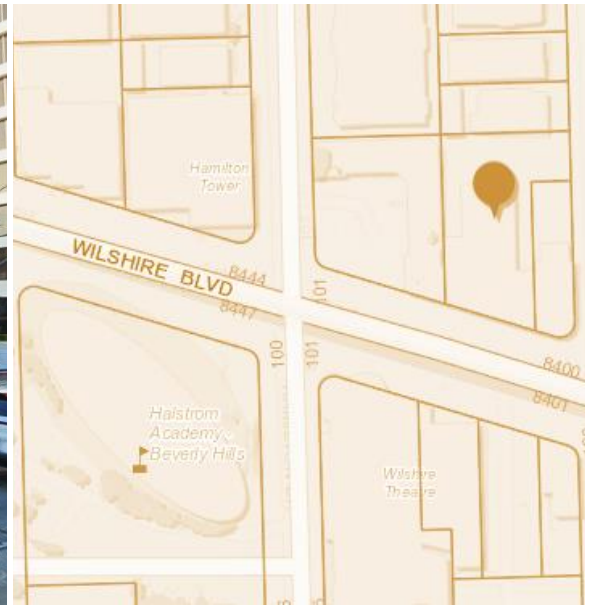
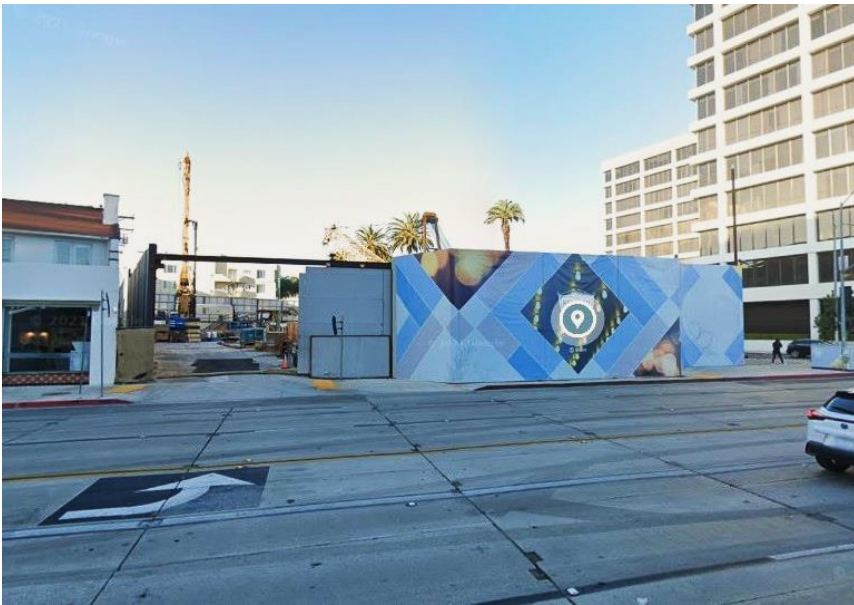
- The property is to the east of the Beverly Hills Dog Park and to the north of a Public Works laydown yard.
- The City currently collects \$3,500 per month as a part of a month-to-month agreement with Mercedes Benz of Beverly Hills. The City could generate additional commercial lease income if the property was improved. However, specifics would first need to be determined prior to estimating any potential income.

Additional Photographs



SITE #5
8421 WILSHIRE BOULEVARD, METRO STAGING YARD

8421 Wilshire Blvd. Metro Staging Yard



Property Overview

Vacant lot with an existing temporary construction easement in connection with the Metro Purple (D-Line) extension project. Acquired by the City in 2017.

Key Information

Property Information	Zoning	Primary Use
<ul style="list-style-type: none">Year Built: N/AStories: N/ABuilding sqft: N/ALand sqft: 18,623APN(s): 4334-022-900Owner: City	<ul style="list-style-type: none">Commercial Low Density GeneralC-3	<ul style="list-style-type: none">Los Angeles County Metropolitan Transit Authority – temporary construction easement

Property Revenue

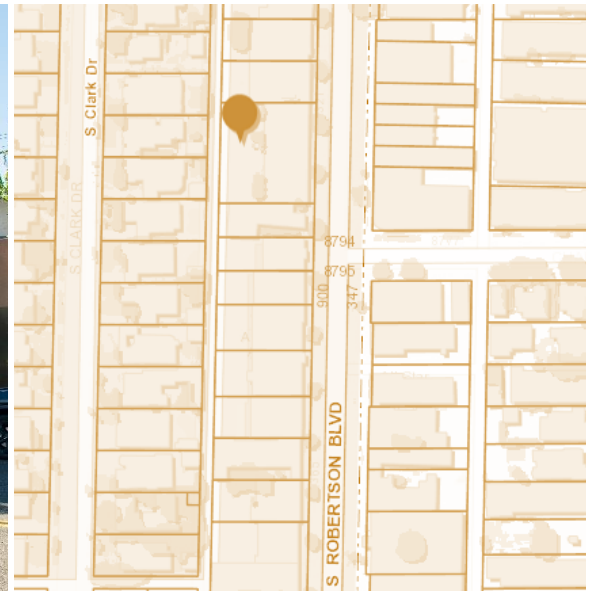
- The City acquired the property from Metro for \$15.845 million in 2017. In connection with the temporary construction easement, Metro subsequently paid the City \$2.345 million.
- There is no additional revenue associated with the property at this time.

Additional Insights

- The property is contiguous with other City owned property, the 8423 Wilshire Clock Market Building, which is currently leased to O’Gara Coach.
- The temporary construction easement with Los Angeles County Metropolitan Transit Authority (Metro) is in place through the sooner of (i) when Metro’s project is operational, (ii) when Metro no longer needs the property as determined by metro, or (iii) 2/21/2032.

SITE #6
327 SOUTH ROBERTSON BOULEVARD

327 S. Robertson Blvd. Retail Building



Property Overview

Leased single-story retail building. Acquired by the Parking Authority in 2019.

Key Information

Property Information	Zoning	Primary Use
<ul style="list-style-type: none">Year Built: 1946Stories: 1Building sqft: 6,000Land sqft: 13,740APN(s): 4333-01-901Owner: Parking Authority	<ul style="list-style-type: none">Commercial Low Density GeneralC-3	<ul style="list-style-type: none">Commercial Leases Robertson Optical Contempo Nails Shorty Yoga Anu Beauty

Property Revenue

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Lease Activities				\$(136,939.99)*	\$(135,100.00)*

* Represents revenue accrued during Fiscal Year, but not yet collected due to COVID-19 eviction moratorium.

Additional Insights/Potential Hidden Costs

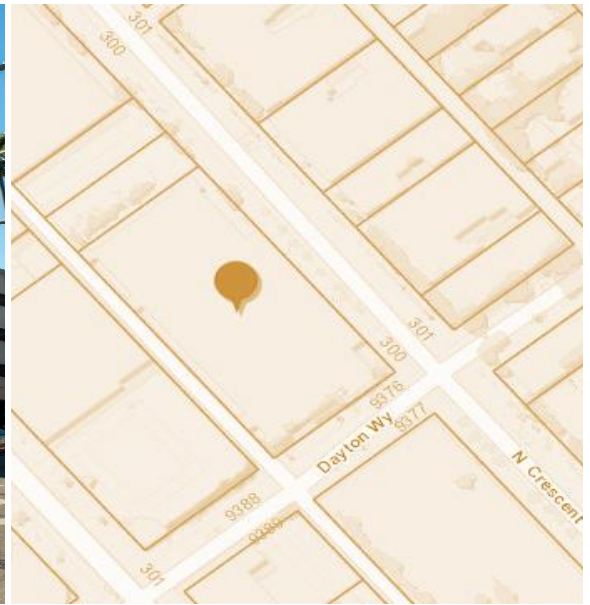
- The City currently collects \$12,540 per month as a part of month-to-month leases with four tenants at this site. There are four additional units that are currently vacant and could be leased for additional income.
- Expanding the footprint of the property by assembling land could allow room for a future parking structure.
- The property abuts single-family residential uses to the west, separated by an alleyway.
- Across the street, to the east, is City of Los Angeles jurisdiction.

Additional Photographs



SITE #7
333 NORTH CRESCENT DRIVE

333 N. Crescent Parking Structure



Property Overview

A public parking structure that has first-floor retail facing N. Crescent Dr.

Key Information

Structure Information	Zoning	Parking
<ul style="list-style-type: none">Year Built: 1982Stories: 7Rentable sqft: 15,733Land sqft: 45,761APN(s): 4343-007-900Owner: Parking Authority	<ul style="list-style-type: none">Transitional Multi-Family Residential-Commercial Parking Zone (RMCP)Commercial Zone (C-3)	<ul style="list-style-type: none">Parking Spaces 730Commercial Leases Beverly Cleaners Beverly Hills Market Lukaro Salon Pioneer Hardware The Art of Juice & Water Tutto Bene USPS

Property Revenue

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Lease Activities	\$(342,988.81)	\$(350,305.03)	\$(375,052.33)	\$(359,881.18)	\$(313,239.30)
Parking Ops.	\$(1,173,067.46)	\$(1,090,367.78)	\$(999,779.58)	\$(851,264.87)	\$(619,029.71)
Total	\$(1,516,056.27)	\$(1,440,672.81)	\$(1,374,831.91)	\$(1,211,146.05)	\$(932,269.01)

Additional Insights/Potential Hidden Costs

- Some public parking spaces may need to be placed elsewhere if redeveloped. Further study is required.
- All seven tenant spaces are currently leased, all but two will expire by 12/31/2024.
- The parking structure has two entrances, lower levels accessible via Dayton Way, upper levels via N. Crescent Dr.

Additional Photographs



EXHIBIT B
NOTICE OF INTENT TO RESPOND

NOTICE OF INTENT TO RESPOND
REQUEST FOR QUALIFICATIONS
AFFORDABLE HOUSING OPPORTUNITY
CITY OF BEVERLY HILLS

The purpose of the Notice of Intent to Respond is to help the City to manage information and to ensure that communications regarding this RFQ/P reach the intended recipients. Answers to questions raised during the RFQ/P process will only be sent to respondents that complete and return a Notice of Intent to Respond. Completing and submitting this Notice does not bind the undersigned to submit a response to the RFQ/P.

The authorized representative identified in the Notice of Intent to Respond will serve as the single point of contact with the City throughout the RFQ/P process. All communications to the respondent will be addressed to the authorized representative. No other methods will be used to respond to any questions received by the City during the RFQ/P process.

The Notice of Intent to Respond must be returned via email by 4:00 PM on April 15, 2022, and questions related to the RFQ/P or the Site must be submitted via email by 4:00 PM on April 22, 2022. The City will provide final written responses by April 29, 2022 to all parties that submit the Notice of Intent to Respond.

The point of contact for the City is
Logan Phillippo, at lphillippo@beverlyhills.org with copy to:
ttway@beverlyhills.org and jgernes@beverlyhills.org

Organization/Team Name: _____

Authorized Representative: _____

Street Address: _____

City: _____ State: _____ Zip code: _____

Telephone #: _____ Email Address: _____