



CSU, Channel  
Islands

Site Authority

Ground Sub-Lease  
for the Development  
of 31.5-Acres and  
the Town Center

Pre-Submittal  
Meeting

January 8, 2016

2:00 pm

# Request for Qualifications

## Contact

Valerie Patscheck, Dir Procurement & Logistical Services,  
[valerie.patscheck@csuci.edu](mailto:valerie.patscheck@csuci.edu)

# Agenda

1. Welcome & Overview
  - a) Campus Overview
  - b) Project Goals
2. Solicitation Process
  - a) Schedule
  - b) RFQ Submittal Instructions
3. Project Overview
  - a) Site One
  - b) Site Two
4. Question & Answer

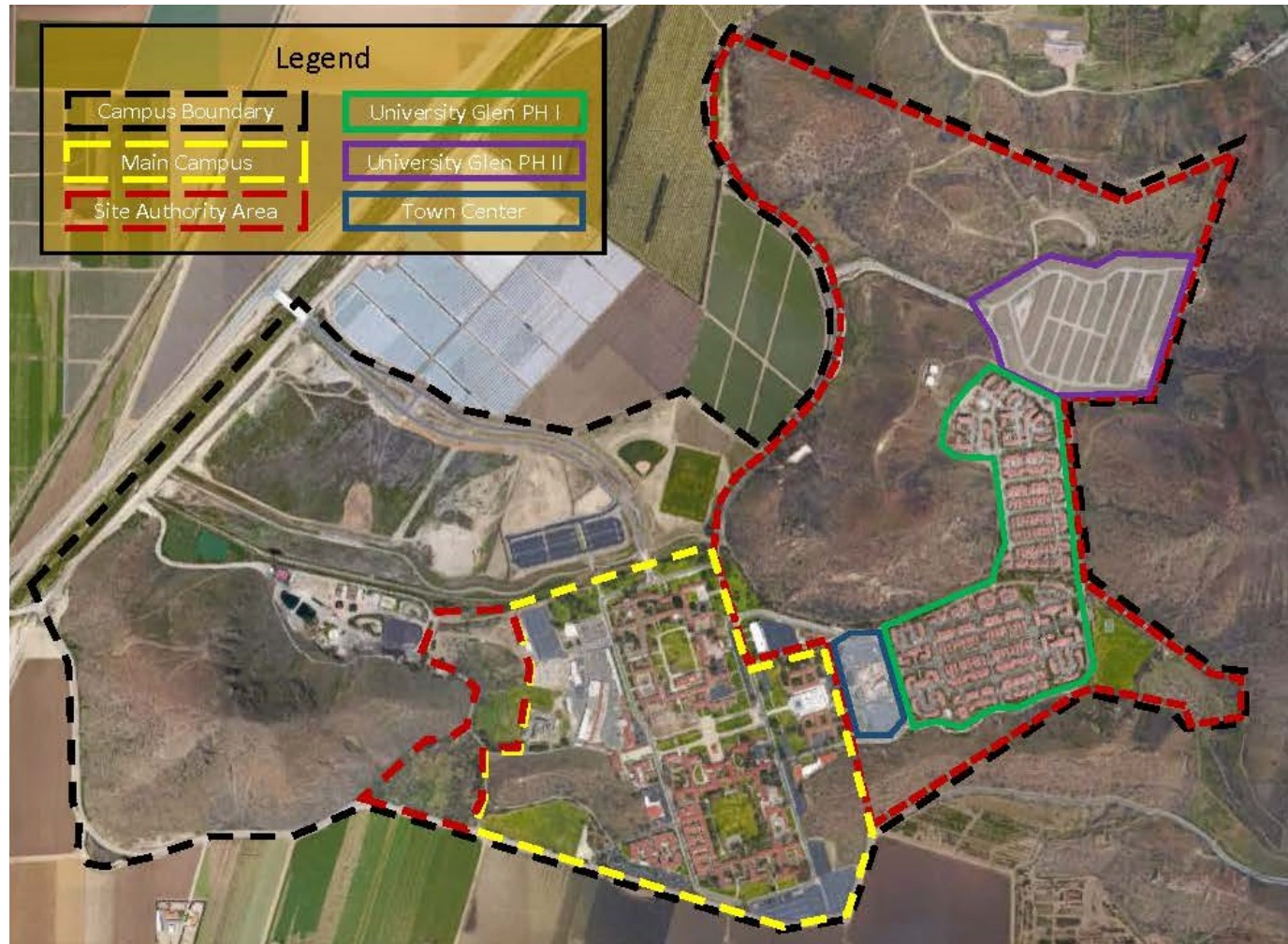
CSU Channel Islands Overview and Project Goals

# **PART ONE - OVERVIEW**



# Campus Overview

- CSU Channel Islands
- CSU Channel Islands Site Authority
- University Glen Corporation
- University Glen Community



# Campus Overview – CSU Channel Islands

- Newest of 23 Campus in the CSU System
- CI 2025 Plan – Vision for the Future
  1. Doubling of student enrollment from 5,000 to 10,000
  2. Guiding principles and objectives for the physical improvement desired on the campus
  3. California Mission Revival-style campus





# Campus Overview

## University's Four Pillars

1. **International** – a globally-focused curriculum, a diverse campus community and study abroad opportunities
2. **Integrative** – University's signature interdisciplinary approach
3. **Multicultural** – A campus that reflects the real world; a curriculum that prepares students
4. **Community Engagement** – Valuable experience students need and a chance to make the world better



# Campus Overview – Site Authority

- Created to facilitate the transition of the former State hospital into the CI Campus
- Create revenue to augment capital improvements on campus
- Seven member Board
- Leases land from the CSU Board of Trustees (expires June 2098)
- Land use actions require approval of CSU Board



# Campus Overview – Univ. Glen Corp.

- Operates as an auxiliary to the University
- Manages the daily operating activities of the Site Authority
  - Leasing
  - Management
  - Maintenance





# Campus Overview – Univ. Glen Community

- Master planned community
- Designed to provide 900 residential units and 31,000 square feet of retail and commercial space
- 658 of the 900 units have been constructed
  - 184 for-sale single-family homes
  - 88 for-rent townhomes
  - 386 for-rent apartments
- California Mission Revival-style consistent with the campus



# Project Objectives & Goals

- Enter into a long term partnership with a highly-qualified and financially-strong multifamily developer to:
  - Acquire and expand the existing Town Center
  - Develop the 31.5-acres (Phase 2 of the University Glen Community);
- Maximize sales price for transfer of the leasehold interest for investment in University campus improvements and cash flow stability;
- Maximize ground rent revenue to the Site Authority for the duration of the ground lease term
- Identify a long term partner that will maintain the high standards for housing, community relations, management and maintenance of the property;
- Provide a portion of the housing prioritized for University faculty and staff;
- Incorporate environmentally sustainable operating and maintenance practices; and
- Maintain a strong sense of place and community for all residents.

# Entitlement Process

- The CSU Board of Trustees is the land use authority
- The selected team(s) will work with the Campus to entitle the projects
- Amendments to the Campus' Specific Reuse Plan, and related documents may be required based on the proposed project(s)
  - Amendment to Plan or EIR anticipated to take 7 to 12 months
  - Development team(s) will be responsible for the cost of any amendments
  - Development team(s) will be required to participate in the public outreach and hearing process



Schedule, Submittal Instruction, and Contract

# **PART TWO – RFQ PROCESS**

# RFQ Schedule & Instructions

- Issuance of the RFQ December , 2015
- Pre-Submittal Conference January 8, 2016
- RFQ Questions Due (to Valerie Patscheck only) January 20, 2016
- **SOQ Submittal Due Date for RFQ January 29, 2016 (4pm)**
- Team Interviews (if needed) Feb. 2016
- Shortlisting for RFP Feb. 2016
- RFP Released to Shortlist Feb. 2016

# RFQ Schedule & Instructions

Submittals are due **Friday January 29, 2016, no later than 4pm** to:

Valerie Patscheck

Dir. Procurement & Logistical Services

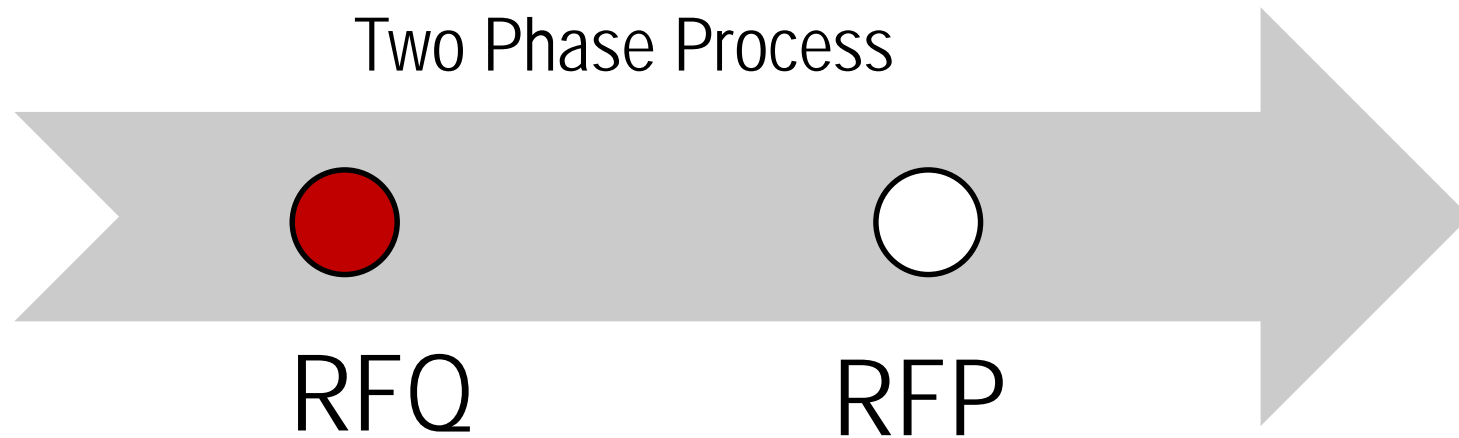
One University Drive – Lindero Hall Room 1807

Camarillo, CA 93012

- Responses by fax/email are not accepted
- Not responsible for delays due to the Post Office or other forms of express mail
- No more than 75 pages
- 1 Original, 3 copies, 1 digital file
- Confidential information to be submitted separately per Section 2.2 of the RFQ



# Solicitation Process



# Request for Qualifications

## Create a Pool

- Cast a wide net

## Qualify Teams

- Evaluate firm & personnel
- Evaluate experience

## Shortlist

- Highly likely to succeed
- Participate in RFP

# Request for Proposals

Evaluate Project  
Concept

- Preliminary Design Drawings
- Financing Strategies & Proformas

Evaluate  
Economics

- Ground Lease Proposal
- Price, Term, etc.

Select

- Select a Development Team
- Begin Negotiations



# RFQ Package Overview

## SECTION 1 – Introduction & Overview

- Purpose, Background, Overview of process

## SECTION 2 – Solicitation Schedule, Instructions & Contact

## SECTION 3 – Proposed Development Opportunity

- Site Description, Market Overview, Leasing, Management, Maintenance Planning Documents, Environmental, Other Information

## SECTION 4 – RFQ Requirements

- Specific guidelines for the Submittal and information to be contained in the specific sections

## SECTION 5 – Evaluation Criteria

- Pass/Fail evaluation criteria
- Qualitative evaluation criteria

Site Context for the two development opportunities

# **PART THREE – PROJECT OVERVIEW**

# Site Context





# Site One – Town Center

- Town Center developed in 2006
- Approximately 30,000 sq. ft. of retail space
- 58 apartment units above the retail space
- Additional development opportunity on North/South parking lots



Town Center and Potential Future Development of Parking Lots



# Site One – Town Center

- Retail space 94% leased
- Apartment units 100% leased to University for student housing

Town Center Unit Mix				
Type	Units	Sq./Ft.	In-Place Rents	Annual Rents
Apartment Units				
Studio	18	654	\$1,181	\$255,096
1 Bedroom 1 Bath	30	852	\$1,413	\$508,680
2 Bedroom 2 Bath	10	1,138	\$1,733	\$207,960
Average/Totals	58	840	\$1,396	\$971,736
<i>* As of 2015-2016 School Year. These numbers are based on the average of all actual rents for each floor plan. Property is currently 100% leased to CI for additional student housing.</i>				
Retail Space		29,223		\$135,116

# Site One – Town Center

- North/South parking lots can be developed
- Must integrate into existing development
- Enhance community with additional housing and retail
- Future development must provide its own parking
  - Within the future development, or
  - On undeveloped land between the Town Center and Library



# Site Two – 31.5-Acres Development

- Partially improved land originally planned for 120 attached and 122 detached for-sale homes
- Identity a development partner to complete Phase II development
- Future development will be required to be consistent with the Specific Reuse Plan





# Site Two – 31.5-Acres Development

- Open to alternative uses including multifamily, senior housing, revised single-family or a mix of uses
- Zoned Low to Low-Medium density (10 DU per acres)
- Open to increased density for proposed developments
- Requires amending the CSU Specific Reuse Plan





# Questions?

