



March 22, 2023



CAC + COMMUNITY
REAL ESTATE OPPORTUNITIES



DESIGNING THE TEMPLATE FOR NWC REAL ESTATE OPPORTUNITIES

1. Work with CAC + community members to define input process and set the template for development-related opportunity procurement processes.
2. Take upcoming Equestrian Center and CUP North procurements through process.
3. Improve process over time with ongoing feedback loop with the community.





BASELINE REQUIREMENTS

Framework Agreement:

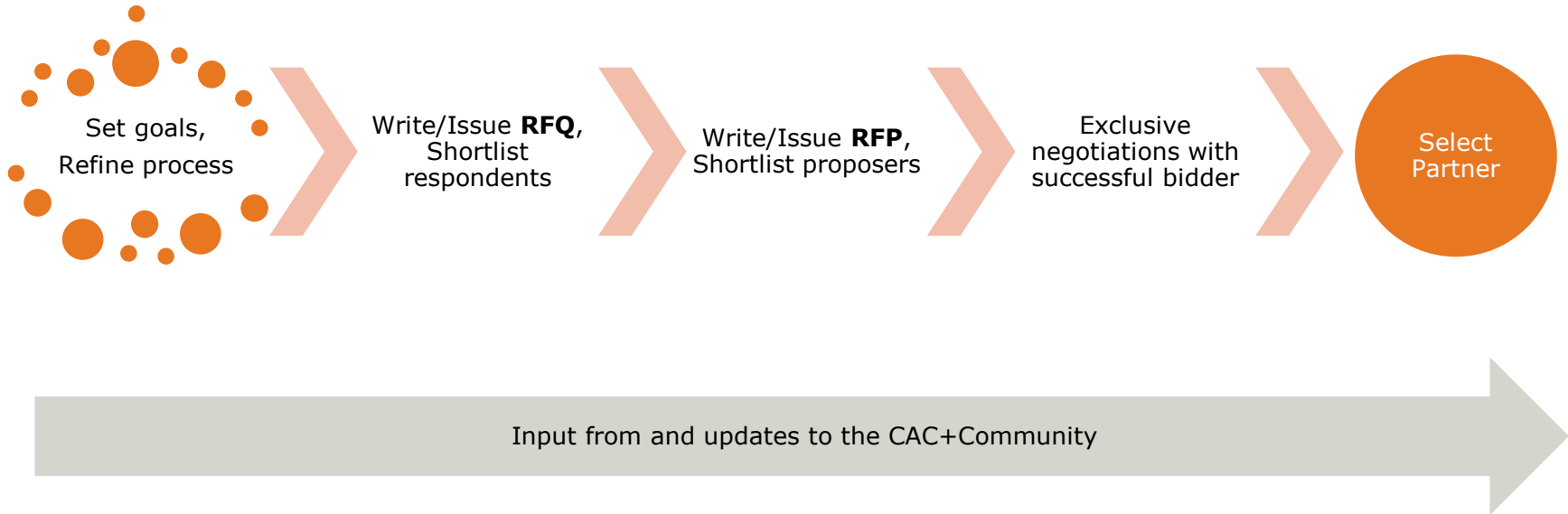
Holds Authority and its subtenants to:

- Competitive procurement
- Prevailing Wage
- Living Wage
- Public Art
- Small business enterprise, equal employment opportunity, and minority and women business enterprise participation
- CIF support

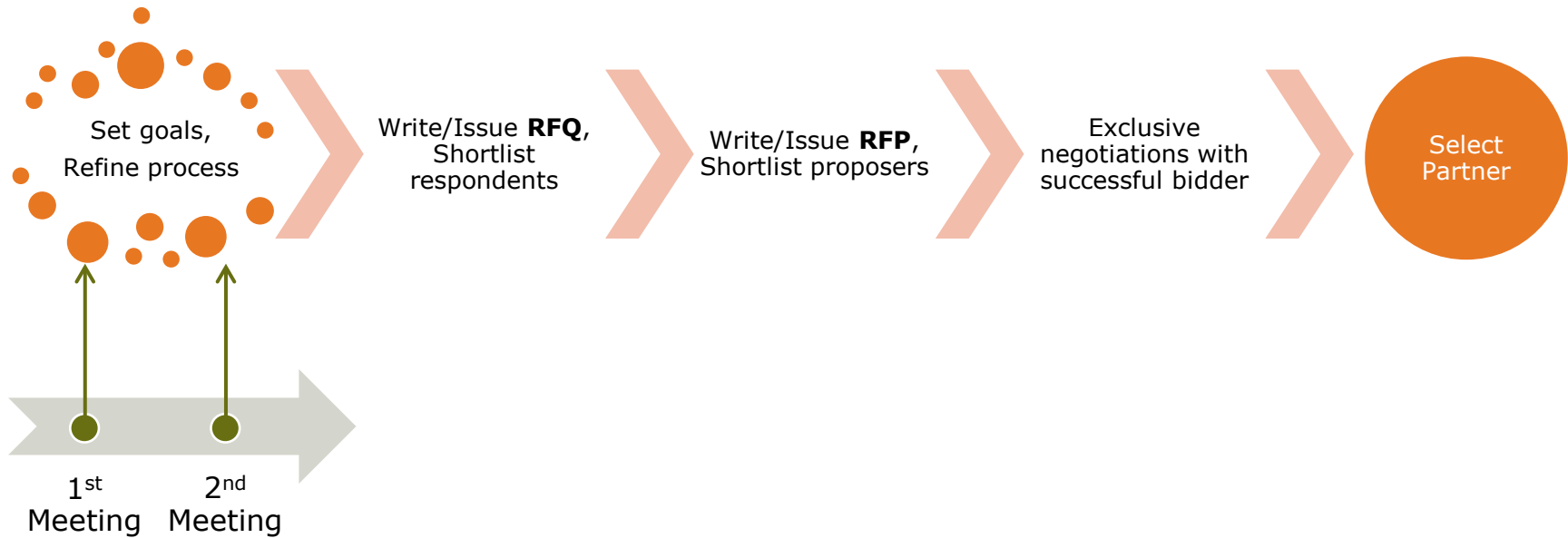
Internal Procurement Policy:

Board approval for contracts > \$75k, Board resolution for contracts > \$200k.

PROPOSED SEQUENCE FOR DEVELOPMENT OPPORTUNITIES



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SET GOALS AND PROCESS PHASE



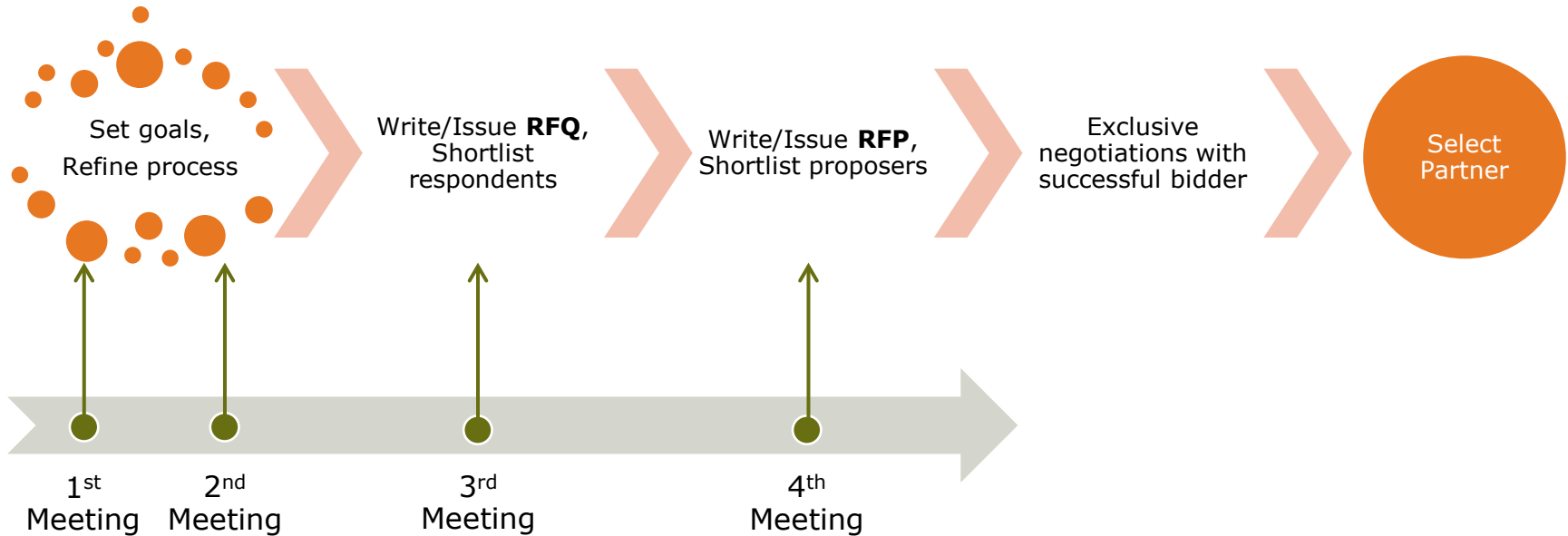
1st meeting w/ community:

- Discuss the development opportunity, land, and campus needs from the market.
- Review and discuss baseline requirements.
- Identify timeline for the overall procurement process.

2nd meeting:

- Discuss additional community benefits to seek beyond those already required.
- Seek input on outreach and dissemination of RFQ/RFP.
- Request participants on the selection committee.


PROPOSED SEQUENCE FOR DEVELOPMENT OPPORTUNITIES



RFQ/RFP AND SELECTION PHASE

3rd and/or 4th meeting w/ community:

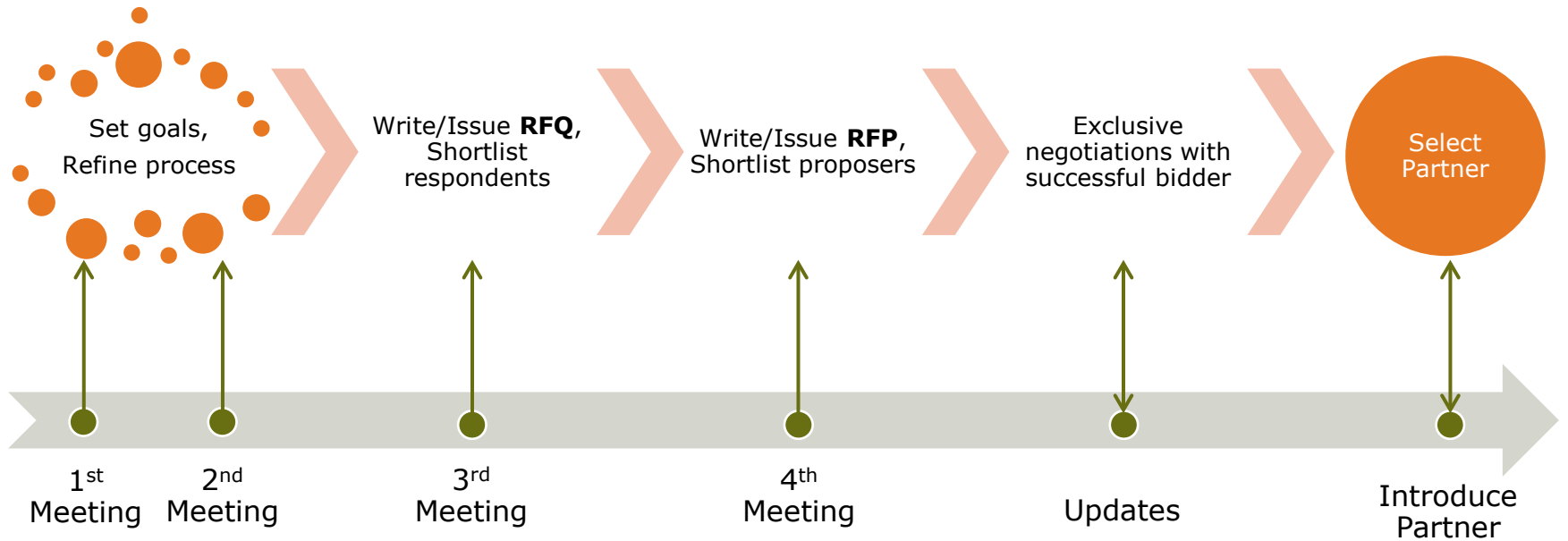
- Discuss high-level objectives, while maintaining integrity of competitive process.
- Seek input from community on qualifications proposers should possess, and proposal content.
- Seek input on desired level of community collaboration with the successful bidder.
- Seek input on evaluation criteria used to score/shortlist respondents/proposals.
- Identify selection committee members.



Write/Issue
RFQ/RFP,
Shortlist
respondents/
proposals

Process may not need RFQ phase

PROPOSED SEQUENCE FOR DEVELOPMENT OPPORTUNITIES



NEGOTIATIONS, SELECTION, FEEDBACK PHASE



Ongoing meetings w/ community:

- Discuss updates until selection is finalized.
- Introduce development partner to CAC + Community
- Discuss ways to improve the procurement process.






COMMENTS / QUESTIONS?

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