County of San Diego – Addendum 8

Section 4.5.1 Minimum Requirements of the Development Team, shall be superseded by the following:

4.5.1 Minimum Requirements of the Development Team

The respondent's developer, architect and general contractor must demonstrate successful development of three (3) projects, within the last ten (10) years, including the planning, designing, financing and construction of a project consistent with the proposed development in the respondent's SOQs; OR, two (2) projects with a combined value of at least $100 million within the last ten (10) years, including the planning, designing, financing and construction of a project consistent with the proposed development in the respondent's SOQs .

A. Developer shall have specific experience with:

1. Three (3) projects where the lead developer was primarily responsible for the development of the project of similar nature to that which is proposed in the SOQs; OR, two (2) projects with a combined value of at least $100 million where the lead developer was primarily responsible for the development of the project of similar nature to that which is proposed in the SOQs.

2. For At least one (1) of the projects listed in Section 4.5.1 above, the development value must be over $25 million.

3. The development of one (1) LEED certified (or international equivalent) project of similar nature to that which is proposed in the SOQs.

B. Designer/Architect shall have specific experience with:

1. Three (3) projects where the architectural team was responsible for the design of the project of similar nature to that which is proposed in the SOQs; OR, two (2) projects with a combined value of at least $100 million where the architectural team was responsible for the design of the project of similar nature to that which is proposed in the SOQs .

2. The design of one (1) LEED certified (or international equivalent) project of similar nature to that which is proposed in the SOQs.

C. General Contractor shall have specific experience with:

1. Ground-up construction of at least three (3) projects of similar nature to that which is proposed in the SOQ's; OR, two (2) projects with a combined value of at least $100 million similar nature to that which is proposed in the SOQ's

2. Construction of at least one (1) LEED certified (or international equivalent) project of similar nature that that which is proposed in the SOQs; and

3. Construction of at least one (1) project for which the construction value was over $25 million and of similar nature to that which is proposed in the SOQs.

Section 4.7 Project Personnel, shall be superseded by the following:

4.7 Project Personnel

This section shall identify the contact person with primary responsibility for the project, the personnel proposed to work on this project, any joint venture partners and consultant key personnel. The persons listed will be considered committed to the project with no substitutions allowed without prior agreement by the County. A resume or biography for each key professional and technical person assigned to the project, including partners and consultants, shall be submitted and shall not exceed one (1) page. At a minimum the key personnel shall include those personnel listed below:

1. **Project Executive.** A Project Executive with at least ten (10) years of experience as a project executive and having worked on three (3) mixed-use Class-A multi-family projects, each of at least $25 million, in an urban downtown environment; OR, two (2) projects with a combined value of at least $100 million, mixed-use Class-A multi-family projects, in an urban downtown environment The Project Executive shall be an individual with the authority to make binding decisions on behalf of the developer through the design and construction phases of the project and shall have the overall responsibility for ensuring the project is delivered in accordance with the development agreement.

2. **Project Manager(s).** Project Manager(s) with at least ten (10) years of experience as a project manager and having worked on three (3) mixed-use Class-A multi-family residential projects, each of at least $25 million, in an urban downtown environment; OR, two (2) projects with a combined value of at least $100 million, mixed-use Class-A multi-family projects, in an urban downtown environment. The Project Manager shall be an individual with authority to make binding decisions on behalf of the developer through the design and construction phases of the project and shall be responsible for managing and coordinating the entire development process, including budgeting, scheduling, planning, design, construction, FF&E and any other processes related to the design and construction of the project. At least one (1) project shall be a project listed in the respondent list of qualifying project examples.

3. **Architect.** An architect with at least ten (10) years of experience as a lead designer/architect who has worked on a minimum of at least three (3) mixed-use Class-A multi-family residential projects, LEED certified, within the last ten (10) years; OR, two (2) projects with a combined value of at least $100 million, mixed-use Class-A multi-family projects, in an urban downtown environment. At least one (1) project shall be a project listed in the respondent list of qualifying project examples.

4. **Construction Manager.** A Construction Manager with at least ten (10) years of experience as a construction manager and having worked on three (3) mixed-use Class-A multi-family residential projects, particularly in an urban downtown environment; OR, two (2) projects with a combined value of at least $100 million, mixed-use Class-A multi-family projects, in an urban downtown environment. At least one (1) project shall be a project listed in the respondent list of qualifying project examples.

5. **Other Key Personnel.** Other key personnel of the respondent team not listed above that are listed in the organization chart at an equal or higher level than those key personnel listed above.

Section 5.1.2 Financial Pass/Fail Criteria, shall be superseded by the following:

5.1.2 Financial Pass/Fail Criteria

The following list represents the "pass/fail" criteria as it relates to the financial aspects of the SOQ:

1. The respondent is capable of obtaining (i) payment bond or bonds in the aggregate amount of $50 million from an "Eligible Surety", and (ii) a performance bond or bonds in the aggregate amount of $50 million from an Eligible Surety.

2. At least one single equity member meets all of the following:

   a. Experience over the last ten (10) years in closing the financing three (3) projects consistent with the proposal submitted by the respondent, each in excess of $25 million of non-recourse debt and equity; OR, two (2) projects with a combined value of at least $100 million. At least one (1) project must be in excess of $25 million of non-recourse debt and equity.

      b. At least one (1) of the projects meeting the requirements of 2.a (above) is a public-private partnership which was a design-build-finance, design-build-finance-maintain, and/or design-build-finance-operate-maintain and/or other forms of public-private partnership in excess of $25 million of non-recourse debt and equity.

      c. At least one of the projects meeting the requirements of 2.a (above) was under the control of the equity member for at least four (4) years following the financial close and the project is currently in operations.

To be eligible for consideration in the pass-fail evaluation:

- The relevant experience must be on project where the equity member held a minimum of thirty percent (30%) equity interest (not including any shares held by public entities) at financial close in the entity actually securing the financing package;

- The relevant experience must be from an equity member that will hold a minimum thirty percent (30%) equity interest (held in the form of share or partnership interest) in the development entity; and

- For equity members that invest through one or more funds or vehicles under common management or ownership, the relevant experience may include the experience using these funds or vehicles.