

## **Asset Disposition Plan Services RFP**

Below are questions and answers we can provide for the above RFPs:

**Q1.** Since many of the properties are very similar in size and use, is it allowable to group similar properties for comparables and valuations? The Scope of Services requests “valuations/appraisals” – the budget is not sufficient for appraisals, will valuations based on comparables and broker opinion meet the requirements?

**A1.** Due to the small budget amount we realize that it may be too costly to provide official appraisals on all individual properties. From the data that is available to you, the County is looking for an estimate of value. Smaller stand alone parcels may be grouped and the valuations may be based on comparables and broker opinion or some other third party. The County will accept that methodology as an acceptable approach for the valuation/appraisals portion of the scope.

**Q2.** Are the Cedar Glen properties of sufficient size to sell individually for a residence or are multiple parcels needed to meet current lot size zoning requirements?

**A2.** Cedar Glen properties are in the mountain areas of the County. Currently those areas do not have a minimum lot size for building. However, the County requires setbacks from frontage and neighboring buildings. Small lots can still be built on if they meet the setback requirements. It has been our practice to try to sell these smaller lots only the neighboring lots and require a lot merger.

**Q3.** Why was the sample agreement provided as an attachment in the RFP?

**A3.** The sample is the form of the agreement that will be finalized and executed. It is not the County’s intent to negotiate the terms. If there are items your company takes an exception to, you need to highlight this in Attachment “C”. The agreement exception list will be one of the factors that may impact the selection process. Due to the short timeline of the process it is critical that proposers review the terms and conditions provided in the agreement to get a confirmation from the legal team of your firm that it is acceptable.

**Q4.** Are there structures on the residential lots south of San Bernardino Avenue in the San Sevaire project area? Are residential uses still occurring on property not owned by the Agency?

**A4.** All of the Successor Agency owned properties in this area do not have structures. Several of the neighboring properties that are privately owned do have houses that are occupied.

**Q5.** Are there other use restrictions for the listed properties other than the County's desire to maintain the strategic goals for these properties even if those goals don't maximize the value of the property?

**A5.** ABx1 26 indicates that the Successor Agency..."Dispose of assets and property expeditiously and in a manner aimed to maximize value." The County is looking for a third part firm to help us develop a plan on how to do this in the current market conditions. We also want to keep in mind of the community impact based upon how and when we sell off the property, which will ultimately help us come up with the strategy and methodology of disposal. It is anticipated the disposition will be phased over time. The disposition strategy should address the prioritization, valuation, challenges, and marketing philosophy.

**Q6.** Will the successful proposer be allowed a transaction fee resulting from the sale of the property?

**A6.** The primary goal of the service the County is seeking is to assist in putting together an Asset Disposition Plan, the plan is the end result. The County's Successor Agency and Oversight Board must approve the strategy. The second phase is implementation or marketing and disposition of the properties. This most likely will be a separate contract and compensation structure.

**Q7.** Are the properties listed and identified at the end of the RFP all that are included for potential disposition for this RFP?

**A7.** All of the properties listed in Attachment "I" of the RFP are Successor Agency owned properties. The Housing properties formerly owned by the Redevelopment Agency are not the Successor Agency properties and are not included in the listing.

**Q8.** Can proposal be submitted for only a select number of properties that best fit the firms expertise?

**A8.** The County is looking for a firm (s) that can produce an effective and efficient asset disposition plan and marketing strategy for all the property the Successor Agency owns not just a plan for a few of the properties. The County also recognizes that some firms may only want to represent the County and not assist in putting together a strategy. The primary goal of the service the County is seeking is to assist in putting together an Asset Disposition Plan, the plan is the end result. We realize that marketing the properties is an important part of the strategy and the plan but the Asset Disposition Plan is a main part of the Scope of Service.

**Q9.** If the consulting firm has a contractual engagements with the County Auditor Controller. Does that disqualify us from this RFP?

**A9.** No you are not disqualified. We do not see any conflict with the work we are asking firms to do and the current contract you may have with the County Auditor Controller. Please apply.

**Q10.** If proposers are planning to submit the proposal through the ePro system, should proposers be mailing a hard copy of the fee proposal to you rather than including it in our ePro submittal?

**A10.** We are seeking approval to submit through the new county ePro system. Our goal is to have the RFPs posted and approved on ePro by June 8<sup>th</sup>. If proposers want to go through ePro they can submit all portions of the proposal through ePro. If proposers are not registered on ePro and want to submit hard copies they may chose to submit hard copies to our office. Proposers do not have to submit proposals through both the ePro system and hard copies, they can chose one deliver method over the other. The County encourages proposers to go through the ePro system.

**Q11.** What is to be included in the proposal?

**A11.** Please see the Cover Letter to the Amended RFPs that was posted to the Successor Agency website on June 5, 2012.