



Request for Qualifications (RFQ) New Development Opportunities

City of Lompoc, California

June 2014

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City of Lompoc

REQUEST FOR QUALIFICATIONS

RFQ No. XXXX – Title

Dated: May __, 2014

To:

RE: Request for Statements of Qualifications – RFQ No. EDC 1

The City of Lompoc is currently soliciting, and your firm is invited to submit, your statements of qualifications for implementing an economically feasible project on 82 acres of City-owned land as defined in the following document. The City will consider an approach providing a long-term, staged approach to development and encourage a variety of ideas for utilizing the site to support the local economy and develop a successful partnership with private industry. Please submit the requested information to become eligible for a possible interview with the City of Lompoc.

If your firm is interested in responding to this RFQ, then forward ten sets of your response and qualifications (and one copy on disk in pdf or word format) to the following address to be received no later than _____.

*Economic & Community Development Department
City of Lompoc
P.O. Box 8001
Lompoc, CA 93436*

Sincerely,

Teresa Gallavan
Economic Development Director/Assistant City Administrator

1.0 INTRODUCTION

The City of Lompoc is located in the western portion of Santa Barbara County, on the central coast region of California along the scenic Pacific Coast Highway (California Highway 1) approximately 15 miles west of Highway 101 and the City of Buellton; 55 miles northwest of Santa Barbara, 155 miles northwest of Los Angeles; and, 290 miles south of San Francisco. The City is located on 11.65-square miles in the picturesque Lompoc Valley. Rolling hills surround the Valley on the north, south and east. The level Valley is open at its western end to the Pacific Coast Shoreline. The Pacific Ocean is only 9-miles from Old Town Lompoc.

The name Lompoc comes from the Chumash suggesting lakes and lagoons resulting from the spring flooding. In 1787, Mission de la Purisima Concepcion de Maria Santisima was founded and destroyed 25-years later by earthquake. A new mission was built across the Valley and in 1933 was deeded to the County, rehabilitated by the California Conservation Corps, and a 507-acre State Park was later created.

In 1874 the Lompoc Valley Land Company established a Temperance Colony and sold lots to perspective settlers. In 1896, the largest uniform deposit of diatomaceous silica, so far discovered in the world was found on property in Miguelito Canyon, south of the City. The mine continues in operation to this day. Thereafter, the flower seed industry was established and Lompoc became known as the Flower Seed Capital of the World.

The City was primarily an agricultural community from its incorporation in 1888, until the establishment of Camp Cooke as an army training base during World War II. The City experienced a building boom and rapid population increases during the late 1950's and early 1960's as a result of the conversion of Camp Cooke to Vandenberg Air Force Base (VAFB) in 1958 and its establishment as a missile base and the home of the 14th Air Force and the 30th Space Wing.

In 1997, the Santa Rita Hills Winegrowers Alliance was formed to unify growers and winemakers in the Western Santa Ynez Valley for the purpose of developing their own American Viticulture Area (AVA) and to promote this unique Pinot Noir wine growing region. The Sta. Rita Hills AVA status was granted in 2001 by the Alcohol, Tobacco and Firearms Regulation Division. Numerous award winning boutique wineries have established themselves in an area of Lompoc known as "the Wine Ghetto."

The City of Lompoc has a population of 42,730 (California Department of Finance 2013) with approximately 24,670 persons in the unincorporated area surrounding the City, for a total of more than 67,000 people in the Valley.

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Some of the area highlights include:

- Vandenberg Air Force Base headquarters for the 30th Space Wing managing Department of Defense space and missile testing and placing satellites into polar orbit from the West Coast
- La Purisima Mission State Historic Park is a 1,928 acre site containing ten of the original buildings which are fully restored and a five-acre garden of native plants
- Allan Hancock Community College and the new state of the art Public Safety Training Complex (PSTC)
- Three area golf courses including La Purisima Golf Course, an acclaimed, one-time LPGA-hosting track designed by the late, great Robert Muir Graves
- A thriving wine industry
- A local airport operated by the City
- A regional aquatic center
- Beaches: Jalama Beach to the south and Surf Beach to the west
- Amtrack Station
- Two universities located with 60 miles of the City: California Polytechnic University in San Luis Obispo and University of California in Santa Barbara

The City of Lompoc is a full-service city and the community provides its residents with public services including police, fire, electric, broadband, water, sewer service, trash collection, land fill, street maintenance, traffic management, parks, schools, library, and hospital services. In addition, the City manages the local airport and transit service.

- Fire protection services in the City are provided by the 29 member Lompoc Fire Department. The Department operates two (2) fire stations with response performance objectives of 5 minutes 30 seconds for response time (turnout time plus travel time).
- Law enforcement services within the City are provided by the Lompoc Police Department, which includes 54 full-time sworn officer positions. The Department has its own dispatch center and handles emergency and non-emergency telephone calls, and dispatches police, fire, and ambulance service.
- The Lompoc Unified School District (LUSD) provides educational facilities for approximately 9,400 students within the entire Lompoc Valley. Throughout the Lompoc Valley, LUSD maintains nine elementary schools (kindergarten through sixth grade), two middle schools (seventh through eighth grades), three high schools (ninth through twelfth grade), and one Independent Study Program (kindergarten through twelfth grade).
- Several Private Schools and various satellite classes for universities located on Vandenberg AFB.
- Public library service in the City is provided by the Lompoc Public Library.

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- Hospital services within the City are provided by the Lompoc Valley Medical Center(a hospital district), a recently constructed 60 bed facility.
- A soon to be opened Oncology Center.
- Sansum Clinic, the oldest and largest non-profit, outpatient healthcare provider on the Central Coast.
- Kendall-Shepard Eye Center providing state of the art ophthalmic care.
- The Champion Center, another component of the Lompoc Valley Medical Center, is slated to open in June 2014 and will be a treatment facility that will offer a “Heroes Program” for military, law enforcement and fire department personnel who are struggling with post-traumatic stress disorder (PTSD) and chemical dependency issues.
- The Lompoc Airport:
 - has a 4,600' x 100', asphalt runway, a right traffic runway 25, traffic pattern altitude of 900' MSL and lights (SS to SR, beacon, PCL);
 - is located 25 nautical miles from several other local airports, including: Vandenberg AFB 6nm NW, Santa Maria 14nm N, and Santa Ynez 20nm ESE; and
 - provides the following services: fuel, flight planning, restrooms, restaurants / hotels, and transportation.
- The City Transit (COLT) provides:
 - public transit service for the Lompoc Valley communities, Lompoc, Mission Hills, and Vandenberg Village. Service is available from 6:30 a.m. to 7 p.m. on weekdays, and 9 a.m. to 5 p.m. on Saturday;
 - services outside of fixed City routes including the Wine Country Express, with three (3) round trips between Lompoc, Buellton and Solvang each day, one (1) round trip to Santa Barbara each Tuesday and Thursday, and Evening Service for Allan Hancock College.

The City of Lompoc is interested in developing a Comprehensive Vision Plan for the future development of approximately 82-acres of City owned land located east of Allan Hancock College and west of State Highway 1 / H Street. The City is seeking a team whose combination of experience and expertise will provide insight into the development of the site and will also initiate steps to implement the proposed plan for development and recruit investors to fund the project. The Consultant’s ideas would be submitted to City Staff. Initial review of the proposals will be conducted by staff and members of the Economic Development Community (EDC). Ultimately the proposal will be approved by the City Council. No City-funding is available at this time.

2.0 SITE LOCATION



Figure 1: Vicinity map of the proposed site (highlighted in red) and its proximity to the urbanized portion of the City of Lompoc and nearby residential neighborhoods.



Figure 2: Zoomed in view of the site (outlined in yellow)

3.0 BACKGROUND

Ken Adam Park is a 42-acre park that re-opened to the public in 2000 after a significant renovation. The park is named after Ken Adam, the longtime owner and publisher of the Lompoc Record newspaper. A portion of the current Ken Adam Park was part of the original Ken Adam Park which served as a Santa Barbara County Park from 1968 until 1986. In 1986, the County relinquished a portion of the site to the Western Spaceport Museum, who renamed the new area “Spaceport Park.” The park was open to the public from 1986 to 1998. In 1998 approximately 118.8-acres was transferred in ownership from the Western Spaceport Museum to the City of Lompoc to be used for “parks or educational purposes.” Approximately 37-acres of this land was used by Allan Hancock College, leaving an 82-acre site for development.

The 82-acre site was donated to the City of Lompoc with the mandate that a component of the land be used for educational purposes. In 2009 the California Space Authority, Inc. (CSA) approached the County of Santa Barbara and Vandenberg Air Force Base (VAFB) about development the California Space Center located just north of the City of Lompoc on property known as Hawk’s Nest. After a time it was determined, the County site located on VAFB was not viable for the proposed project and the City entered into negotiations with the CSA to locate the project on a site east of Allan Hancock College. Due to the withdrawal of federal financial assistance, the CSA lacked sufficient funding to proceed with the proposed plans and it was discontinued as a potential project. Conceptual plans were developed for the site, including a business park area for aerospace contractors, a launch viewing area for the public, and a conference center.

4.0 CONCEPTUAL SCOPE OF DEVELOPMENT

The City of Lompoc is currently seeking a comprehensive vision plan for development of this site that is economically viable and promotes economic development. Although future development is to include an educational component it need not be focused on the previous space center concept. The City is open to considering other concepts that will possibly include some of the following, but not be limited by these concepts:

- Connection to Allan Hancock College (AHC) or other educational organizations (such as CalPoly, San Luis Obispo and UC Santa Barbara);
- Utilization of the Lompoc Airport;
- A hotel/convention center that can seat 700-1000 and has breakout area for vendors, potentially utilized to support a hospitality program through AHC; and
- A business/research park and technology center to support local contractors and businesses.

In addition to considering those ideas, it will also be important for the response to this RFQ to address options to secure City access to the site/facility. Hancock Drive is not a City street and having guaranteed access would be essential to support an interested developer to the project.

The City would consider a response to this RFQ providing a long-term, staged approach to development and is open to a variety of ideas for utilizing the site to support the local economy and develop a successful partnership with private industry. The above is not intended to limit any respondent's creativity or ability to propose an alternative scale or set of features and amenities deemed to better suit the goals of the City. The City is open to developments that offer distinctive features and amenities that go above and beyond those that have been described above and that would set Lompoc apart from other destinations. The City reserves the right of final approval of the project scale, features and amenities. You may consult the City before submittal if need be.

Respondents are to assemble all of the necessary parties for the design and construction of the project with proven track records in the development of similar projects to that being proposed, including, but not limited to, architectural and engineering firm(s) and sub-consultant(s) (including, without limitation, mechanical, electrical, civil and structural engineers), and a highly qualified and financially capable general contractor. The City reserves the right to approve/disapprove members of the final development team.

The City is very interested in developers and operators who can show experience and success in bringing entertainment, retail or other major "destination" land uses to strategic locations within the City, to maximize the development opportunity with uses

complimentary to the surrounding area. The ultimate development may include a hotel with a mix of surrounding uses, such as residential, office and commercial projects.

The development shall be environmentally sensitive and use sustainable techniques and technology where feasible. Certification at a minimum of a LEED standard is expected for the hotel and/or any other proposed structures seeking public monies or subsidies.

5.0 FINANCING

It is the City's goal to minimize the level of public financial participation in the Project and to attain the most distinctive, highest quality and marketable project possible. Respondents will be expected to provide information regarding sources of debt and equity, and are urged to consider creative development and financing structures that will accomplish these ends. The City's major financial contribution will be the land and the lease terms. Preference will be given to those developers that minimize the use of public financing, emphasize private sector financing and participation, and provide the greatest economic opportunity for the City.

The City generally understands the economics of the hotel market and will consider various finance options to best meet the needs of the Project. The City has the following financial objectives:

1. Ensure the hotel is operated with the benefit of a Convention Center and community in mind, and results in an appealing urban addition to the community.
2. Leverage economic gains of the Project for the general benefit of the City.
3. Limit financial participation by, and risk to, the City.

5.1 PROJECTED BUDGET

To be determined based on the proposed project.

5.2 TIME FRAMES AND DELIVERABLES

- **All responses to this RFQ must be received by the City on or before _____, 2014.**
- Within 30 days after signing exclusive negotiation agreement (ENA)ENA:
 - Hold public workshop
 - Hold initial meeting with stakeholders (City Council and EDC)
- Within 90 days after signing ENA:

- Present draft vision to EDC and staff with additional timelines identified for outreach

6.0 SUBMISSION REQUIREMENTS

1. Submit a letter of intent to participate;
2. Similar documents the respondent has prepared in the past;
3. Include the resume of the individual who will lead the proposed Project Development Team and the resumes of all people who will be on that team;
4. Development Team Qualifications:
 - Legal name and officers, directors or partners of each member of the Development Team, at a minimum, including the developer, architect, construction manager or general contractor, hotel operator (if applicable), and all other known team members.
 - A summary of qualifications, relevant experience and references for each Development Team member, specifically addressing matters related to the Scope of Work and Objectives expressed in the RFQ, as well as providing detailed descriptions of three similar projects comparable to the proposed Project completed among the Development Team members within the last 10 years.
 - A description of the type of entities that will develop and operate the Project (*i.e.*, corporation, LLC, joint venture, etc.) and a list of other owners of interest that may provide equity to the ownership entities and the estimated percentage of ownership of each. The City expects competent, efficient management to operate and market the Project.
5. Good Faith Effort Plan:
 - It is the policy of the City to involve Disadvantaged Business Enterprises (DBE) to the greatest extent feasible. In the response to this RFQ, the Developer must provide their proposed method for DBE participation.

7.0 MINIMUM QUALIFICATIONS

Respondent's evidence of qualifications should include the following information:

1. Experience in preparing an overall vision plan for the project;
2. Experience in locating and working with a diverse group of investors;

3. List of prior partners;
4. Experience in identifying funding sources for the project;
5. Experience in formulating a plan and sustain momentum until such time as funding sources become available;
6. Experience in working with municipal government (City Council, EDC, staff) in making presentations and responding to community input.
7. Three letters of reference.

Additionally, respondent's evidence of qualifications should include their experience on similar projects as it pertains to the proposed project. Experience may include, but is not limited to, the following:

1. Hotel projects;
2. Convention center projects;
3. Restaurant projects;
4. Cultural centers;
5. Business Park Development;
6. Themed museum projects; and
7. Regional Sports/Concert Venue

8.0 AWARD PROCEDURES

1. A Committee will evaluate all responses to this RFQ received in response to this RFQ. The Committee shall make its recommendation to the City Council based on the Committee's evaluation of the respondents' adherence to the goals, objectives and evaluations criteria outlined in this RFQ.
2. The qualified respondents will be required to make oral presentations to the Committee in interviews, to the public in forums and to the Mayor and Council for purposes of clarifying and presenting their response to this RFQ. The Committee will choose the number to be interviewed and schedule them accordingly.

3. From those presentations and interviews, the Committee will rank the response to this RFQ ordered by those that best satisfy the objectives and goals expressed by the City in this RFQ. The City will pursue negotiations with the top-ranked respondent with the goal of an ENA within 90-days of selection. If a satisfactory ENA cannot be negotiated with that respondent, then the City will formally end negotiations with that respondent and pursue negotiations with the respondent who next best satisfies the objectives and goals expressed by this RFQ, as determined by the City. The City will continue this process until either an ENA is executed, or until the City elects to end negotiations. The ENA will not commit the City to any particular development and will recognize the need for any commitment can occur only after all required environmental analysis, public hearings and participation, entitlement processes and legislative changes are completed. The purpose of the ENA will be to set out a time table for the selected Development Team to provide a development proposal meeting the Conceptual Scope of Development acceptable to the City. Through the ENA the City will agree not to negotiate with any other developer regarding the subject site.
4. Upon recommendation of a response to this RFQ by the Committee, the City Council will make the final decision for approval of the ENA. In its consideration of the response to this RFQ, the City may request additional information and presentation(s).
5. The selected respondent must conform to any funding resource requirements, zoning ordinances, subdivision requirements, and other applicable codes and ordinances of the City, County or State. The City will assist in obtaining all necessary permits and land use approvals.
6. This RFQ does not commit the City to procure or award any ENA, contract or other commitment related to the subject matter described herein.

9.0 EVALUATION CRITERIA

The City will rank the responding firms and their submittals based on the following criteria (ordered by priority):

1. Demonstrated ability to arrange financing (equity and debt) within 90-days after execution of a Disposition and Development Agreement (DDA).
2. Focused on job creation and expansion of beneficial economic impacts to the City and the surrounding region.
3. Historic ability to complete projects of a similar scale.

4. Experience developing, owning or operating similar projects.
5. Quality of response, including clarity and completeness.
6. Creativity, quality and logic in design and architectural concepts.
7. Ability of design and site to achieve the goals of the Project.
8. Lowest financial and completion risk to the City.

9.1 ANTICIPATED TIME FRAME

Project Start: _____ (consultant to provide)

9.2 SELECTION PROCESS

- Distribute RFQ;
- Review of Qualifications by selection Committee;
- Initial Interviews;
- Award of ENA by City Council based on selection Committee recommendation.

10.0 ADMINISTRATIVE INFORMATION

1. The issue date for this RFQ is June ____, 2014. A schedule of events follows in Section 11.0 in this document. The City may modify the schedule at any time for any reason.
2. Questions and inquires will be accepted via e-mail at xxxxx@ci.lompoc.ca.us. The closing date for submitting all written question is 2:00 p.m. (PST) on _____ 2014, **four (4) months from the date of issuance**. A summary of all substantive questions and responses will be provided to all parties receiving the RFQ document and registering for periodic updates.
3. The deadline for receipt of responses to this RFQ is 2:00 p.m. (PST) on _____ 2014. Send ten hard copies and one digital copy of the response to this RFQ to:

**Request for Qualifications (RFQ)
New Development Opportunities**

*Economic & Community Development Department
City of Lompoc
P.O. Box 8001
Lompoc, CA 93436*

4. Responses to this RFQ that are mailed or delivered by courier should allow sufficient time to ensure the receipt by the City by the established deadline.
5. Development Teams acknowledge and agree the City will not be liable for any costs, expenses, losses, damages (including damages for loss of anticipated profit), or liabilities incurred by the Development Team or any members thereof as a result of or arising out of, submitting a response to this RFQ, negotiating changes to such response, or due to the City's acceptance or non-acceptance of any response to this RFQ.
6. Responses to this RFQ are to be valid and irrevocable for a minimum period of one hundred and eighty days following the final date for submission of responses to this RFQ. That term may be extended by written mutual agreement between the City and the Respondent considered recommended for the award.
7. Respondents should give specific attention to identifying any portions of their responses to this RFQ they deem confidential, proprietary information, or trade secrets.
8. By submitting a response to this RFQ, the respondent selected for negotiation of an ENA represents it will comply with all Federal, State and City laws, rules regulations and ordinances applicable to its activities and obligations under this RFQ.

11.0 SCHEDULE OF EVENTS

1. RFQ Release
2. Initial Letter of Intent
3. Pre-Submittal Conference
4. Due date for all written questions
5. Responses Due
6. Interview of Shortlist, Presentations

7. Recommendation to City Council
8. Complete ENA

12.0 SPECIAL TERMS AND CONDITIONS

1. Reservation Rights by City of Lompoc

The issuance of this RFQ and the acceptance of submissions do not constitute an express or implied agreement by the City to enter into any contract. Any and all disputes arising under the RFQ and any contract negotiated as a result of this RFQ shall be governed by the laws of the State of California. The venue for any action brought to enforce provisions of the contract shall be Santa Barbara County, California.

2. Form and Terms of Lease, or Sale, and Development Agreement

By submitting a submission in response to the RFQ, each Team agrees that the development agreement and lease or sale and any other contract resulting from this RFQ will be drafted under the supervision of the Lompoc City Attorney. Teams may not insist on the use of standard contract agreement, documents or forms and waive any demand for the use of standard agreement forms. Selection of a team does not obligate the City of Lompoc to accept all of the terms of the successful Team's submission.

3. Copyright and Patent Indemnification

By submitting a response to this RFQ, each respondent agrees to indemnify, defend and hold harmless the City, and its officers, agents, employees, and consultants against any and all liability, including the costs of claims, suit and reasonable attorney's fees, arising from, growing out of, or incidental to the actual or alleged use of any copyrighted composition, secret or proprietary process, patented or unpatented invention, article or appliance.

4. No Partnership/Business Organization

Nothing in this RFQ or in any subsequent ENA or disposition and development agreement, lease, or any other contract entered into as a result of this RFQ shall constitute, create, give rise to or otherwise be recognized as a partnership or formal business organization of any kind between or among the City or the Development Team.

5. Employment Restrictions and Indemnity

No person who is an officer, employee, contractor or consultant of a respondent or Development Team shall be an officer or employee of the City. No rights of the City's civil service, retirement or personnel rules accrue to Team, its officers, employees, contractors, or consultants. Each respondent shall have the total responsibility for all salaries, wages, bonuses, retirement, withholdings, worker's compensation, other benefits and taxes and premiums appurtenant thereto concerning its officers, employees, agents, contractors, and consultants. Each respondent shall indemnify, defend and hold harmless the City and each of its officers, employees and agents with respect to any and all claims for payment, compensation, salary, wages, bonuses, retirement, withholdings, unemployment compensation, other benefits and taxes and premiums in any way related to respondent's officers, employees, contractors and consultants.

6. Immigration and Naturalization

All respondents shall be required to be in compliance with the Naturalization Reform Act of 1986 and all the rules and regulations thereunder.

7. Non-Discrimination Requirements

In its employment policies and practices, public accommodations and provision of services, each respondent shall comply with all relevant and applicable federal, state and local laws, regulations and standards relating to discrimination, bias, and/or limitations, such as, but not limited to, Titles VI and VII of the Civil Rights Act of 1964, the Age Discrimination in Employment Act of 1967, the Americans with Disabilities Act of 1990, and the Unruh Civil Rights Act.

8. Conflicts of Interest

This RFQ and any award, development agreement, lease or other relationship resulting from this RFQ are subject to the California conflict of interest laws.