

CITY OF OAKLAND



Homekey 2.0

City of Oakland  
Request for Qualifications



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# AGENDA

1. Introduction of City Staff
2. Homekey RFQ Presentation
3. Question & Answer Session

# HOMEKEY

# HOMEKEY

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Over the next 2 years, the State will invest **\$2.75 billion for the Homekey Program**. The State's 2021 Homekey NOFA is expected by September 2021.

*“Homekey is recognized as a once in a generation opportunity from the State to accelerate and catalyze transformation in areas of opportunity.” - HCD*

# BACKGROUND

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In the 2020 Homekey NOFA round, the City successfully closed three Homekey awards resulting in over **165 permanent homes** for people experiencing homelessness.

## BENEFITS OF HOMEKEY:

- Accelerated application and implementation schedule
- Land-use and CEQA streamlining



# CLIFTON HALL



- Repurposed college dormitory for over 100 residents
- 61 units for homeless families (2nd floor) and homeless seniors (3rd & 4th floors)
- Shared kitchens on each floor



CITY OF OAKLAND



# CLIFTON HALL



# INN AT TEMESCAL



- Repurposed motel
- 21 units for homeless veterans
- Shared kitchen and common space in repurposed lobby



OPERATION  
DIGNITY

**DANCO**



# BACS SCATTERED SITES



- 15 Single family homes
- 80+ rooms for individuals who are homeless
- Shared kitchens and bathrooms





# REQUEST FOR QUALIFICATIONS

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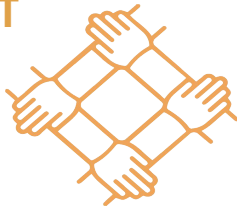
**With this Request for Qualifications (RFQ), the City of Oakland Department of Housing and Community Development is **seeking qualified housing sponsors to own, operate, and provide services** for permanent affordable housing **for homeless and formerly homeless households.****

# THIS RFQ SEEKS TO:

1.

## SIMPLIFY AND ENCOURAGE SPONSOR ENGAGEMENT

Create a single point of intake for sponsor qualifications, project proposals, and expressions of interest in participating in Homekey with the City.



2.

## FACILITATE TEAM BUILDING

Sponsors that submit Expression of Interest forms can let other sponsors know that they are interested in being part of a prospective Homekey team. The City will share the list of firms who expressed interest on a rolling basis, so interested sponsors can connect to form prospective teams.

3.

## STREAMLINE CITY REVIEW

Confirm qualifications in advance of the 2021 Homekey NOFA, so that City staff can focus on evaluating Homekey project proposals.

4.

## ESTABLISH QUALIFIED SPONSOR POOL

Establish a pool of qualified teams of developers, property managers, and service providers that meet experience requirements of the City and the Homekey Program (based on the 2020 Homekey NOFA).



# THIS RFQ SEEKS TO:

5.

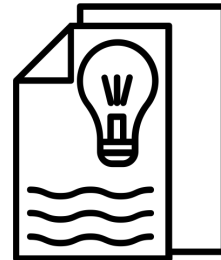
## SHARE INFORMATION ON POTENTIAL SITES

Property owners interested in selling their property to sponsors under this RFQ are encouraged to submit their contact and property information through this RFQ's Seller Expression of Interest form. The City is also posting a list of City-owned parcels that may be suitable for rapid construction or installation of permanent or interim housing under this RFQ.

6.

## IDENTIFY POTENTIAL PROPOSALS

If available, sponsors are encouraged to submit information on proposed projects.





# CITY OF OAKLAND HOMEKEY PROGRAM

# CITY'S HOMEKEY PROGRAM

## CITY AS CO-SPONSOR

City will not directly own or acquire any Homekey property. City and project sponsor will be co-applicants on the State application.

## SUBSIDY IS A LIMITING FACTOR

The City expects to offer capital match for Homekey projects.

Operating subsidy TBD.

## RENT & INCOME LEVELS

Income and rent levels cannot exceed 30% of Area Median Income (AMI).

# PARTNERSHIPS

**DEVELOPMENT**

**SERVICES**

**OWNERSHIP**

**PROPERTY  
MANAGEMENT**

The City encourages the development of partnerships between sponsors that result in stronger, well-rounded teams experienced in these areas that meet and exceed the minimum qualifications.



# QUALIFICATIONS

**Developer/Owner:** Acquisition, development/rehabilitation, ownership, and operation of:

1+ project similar in scope and size to the proposed project.

OR

2+ affordable rental housing projects in the last 10 years, with at least one containing at least 1 unit housing the target population.

Projects must have been completed on time and within budget.

# QUALIFICATIONS

**Property Manager:** 3+ years of property management experience serving the target population.

**Service Provider:** Demonstrated experience providing services to target population.

# QUALIFICATIONS

## **All sponsors must meet City requirements:**

- Provide examples of qualifications
- Commitment to using the Coordinated Entry System (CES)
- No non-compliance actions or debarred from local, state, and federal agencies
- No unfavorable judgments or bankruptcies in last 7 years, and must disclose bankruptcies, unfavorable judgments and/or pending lawsuits
- Please review RFQ for more details



# HOMEKEY RFO PROCEDURE



# HOMEKEY RFQ PROCEDURE

## SPONSOR QUALIFICATIONS APPLICATION

Project sponsors ready to submit qualifications and/or project proposals

## SELLER EXPRESSION OF INTEREST FORM

Property owners interested in selling/ leasing to a Homekey Project

## SPONSOR EXPRESSION OF INTEREST FORM

Organizations interested in partnering with other organizations on a Homekey Project

# HOMEKEY RFQ PROCEDURE

[NEWS](#) [SERVICES](#) [DEPARTMENTS](#) [CALENDAR](#) [CITY COUNCIL](#)

Mayor  
Libby Schaaf



## RFQ Details and How to Submit

Download the full RFQ for details on the City's Homekey program and this solicitation. All submittals of Expressions of Interest (Sellers and Sponsors), Qualifications, and Proposals must be submitted through this website by clicking the relevant buttons below.

Please send questions to [HCDinfo@oaklandca.gov](mailto:HCDinfo@oaklandca.gov) and include "Homekey RFQ" in the subject line. Responses to questions will be posted on a rolling basis on this website.

[Download PDF of RFQ](#)

[View the List of City Owned Sites](#)

### Sponsor Qualifications Application

I am a project sponsor ready to submit my qualifications and/or project proposals

### Sponsor Partnership Expression of Interest Form

I am a project sponsor interested in partnering with other sponsors.

### Seller Expression of Interest Form

I am a property owner interested in selling or leasing my property.

# HOMEKEY RFQ PROCEDURE

## Request for Qualifications for Affordable Housing Sponsors Under the Homekey Program



**My progress: 0%**

### Submit Sponsor Qualifications and/or Proposals

Please provide your organizations' contact information. If forming a joint venture or other partnership, please respond for the team's qualifications collectively as one team rather than individually for each organization.

If submitting for a team, please provide team name

Lead Development Sponsor Organization Name Required

## Sponsor Expression of Interest



### Sponsor Interest

Please select all that apply

- I am a sponsor interested in receiving property information from property owners interested in selling or leasing their property
- I am a sponsor interested in partnering with other sponsor organizations

Sponsor Organization Name Required

Sponsor Contact Name Required

Sponsor Contact Phone

Sponsor Contact Email Required

## Seller Expression of Interest Form



### Property Owner Information

Property owners interested in selling or leasing their property under this RFQ are encouraged to submit their property and contact information here. On a rolling basis, the City may share the list of properties submitted by property owners with RFQ sponsor respondents. Property owners may request to remove their property from the list.

By checking the consent box below, your organization gives explicit permission to the City to share your property and contact information with organizations interested in identifying properties for potential Homekey proposals under this RFQ.

- I consent to the City providing my property and contact information for respondents to contact me about my property under this RFQ. Required

Owner Name Required

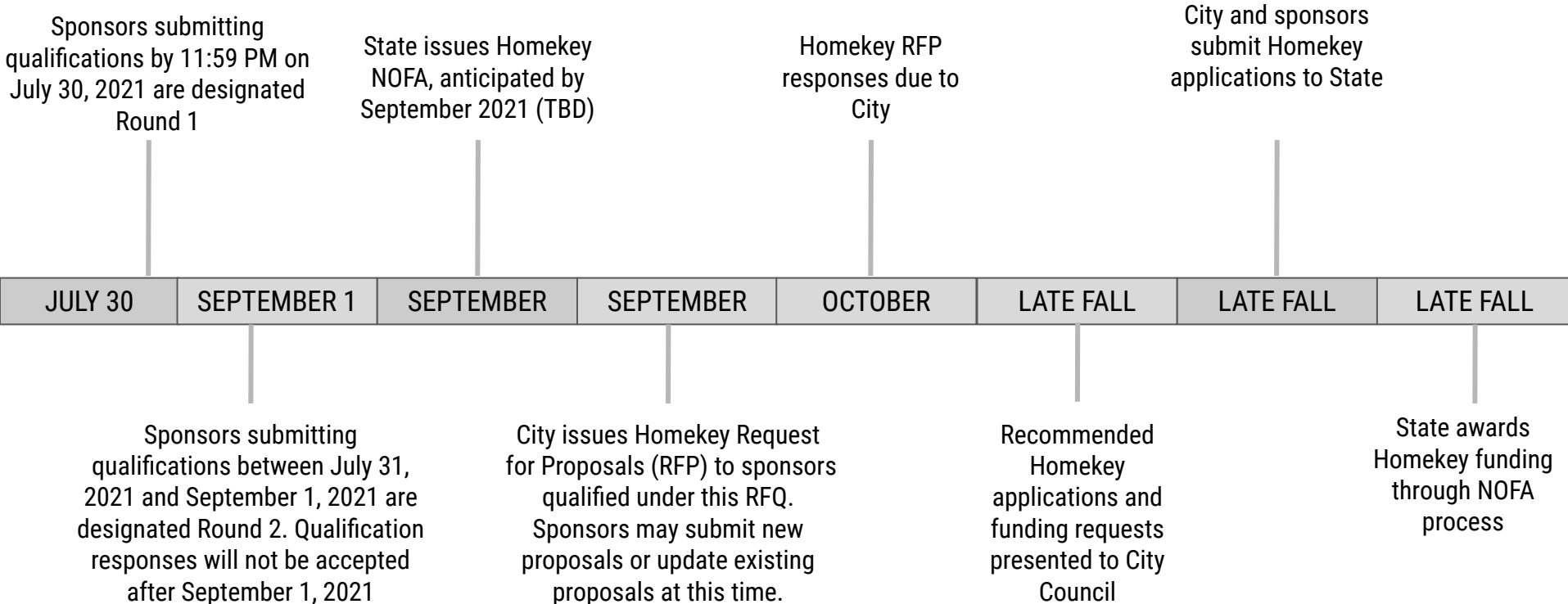
# CITY OWNED SITES

## City Surplus Land Site List for Potential Homekey Proposals

Property/Site Name	Council District	APN(s)	Site Address	Lot Sq Ft	Zoning	Written findings for Surplus Land determination
36th & Foothill	5	32-2084-50 32-2084-51 32-2115-37-1 32-2115-38-1	3614 Foothill Blvd 3600 Foothill Blvd 3566 Foothill Blvd 3550 Foothill Blvd	34,164	RU-5	The intended use for this property is cited in ORSA's LRPMP as disposition for non-governmental commercial or mixed-use development. Per CA Gov Code Section 54221, surplus land includes land that has been designated in the LRPMP either for sale or for future development, but does not include any specific disposal of land to an identified entity described in the plan.
8280 & 8296 MacArthur	7	43A-4644-26 43A-4644-28	8280 MacArthur Blvd 8296 MacArthur Blvd	12,720	RU-4	The intended use for this property is cited in ORSA's LRPMP as disposition for non-governmental residential/commercial development. Per CA Gov Code Section 54221, surplus land includes land that has been designated in the LRPMP either for sale or for future development, but does not include any specific disposal of land to an identified entity described in the plan.
Clara & Edes	7	44-5014-5 44-5014-6-3	9418 Edes Ave 606 Clara St	26,311	RM-4	The intended use for this property is cited in ORSA's LRPMP as disposition for non-governmental residential/commercial development. Per CA Gov Code Section 54221, surplus land includes land that has been designated in the LRPMP either for sale or for future development, but does not include any specific disposal of land to an identified entity described in the plan.
98th & Stearns	7	48-5617-9-1 48-5617-10-4	2656 98th Ave 2660 98th Ave	20,614	RD-1	Subject property is a remnant surplus parcel remaining from the 98th Avenue street widening project. The property is not being utilized by the City for any governmental purpose and is suitable for future development.
Other City-Owned Sites	The City is also open to proposals on City-owned sites not included on this list, subject to City Council approval and resource availability. Please see City-owned properties webmap at the following link: <a href="https://www.oaklandca.gov/resources/map-of-city-owned-parcels">https://www.oaklandca.gov/resources/map-of-city-owned-parcels</a>					



# RFQ TIMELINE



# PROPOSALS

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**Project proposals are not required under this RFQ, but preliminary project proposals are welcome.**

Up to three proposals can be entered per submittal of qualifications.



# QUESTIONS

**Question:** *If the team you qualify with has to remain as is for the submittal, can we submit to be qualified with multiple teams?*

**Answer:** Yes, this is encouraged. If you've been approached by a potential partner who you may want to work with, but would also like to qualify independently to leave your options open, you may submit your qualifications with multiple teams.



**THANK YOU!**  
QUESTIONS?