



**COUNTY OF SAN BENITO**  
**Resource Management Agency**  
2301 TECHNOLOGY PKWY.  
HOLLISTER, CA 95023

**REQUEST FOR PROPOSALS (RFP)**

**FOR**

***Sale of the Southside Hospital Property***  
***Southside Rd., Hollister, CA***  
***PWP-1605***

**June 2016**

**PROPOSAL SUBMITTED BY**



Community Housing Improvement Systems and Planning Association, Inc.  
295 Main Street, Suite 100, Salinas, CA 93901  
Salinas, CA 93901  
(831) 757-6251  
[www.chispahousing.org](http://www.chispahousing.org)

**July 20, 2016**

## TABLE OF CONTENTS

	Description	Pages
<b>PROPOSAL</b>		
	Cover Letter (Item 1)	1 – 2
	Developer Team Biography (Item 2)	3
	Project Description (Item 3)	3 – 5
	Preliminary Site Plan (Item 4)	6 – 7
	Potential Tenants (Item 5)	8
	Cost Estimate (Item 6)	8 – 9
	Financial Capacity (Item 7)	9 – 10
	Financial Statements	11 – 12
	Project Schedule (Item 8)	13
	Statement of Qualifications (Item 9)	13 – 17
	References (Item 10)	17
<b>RESUMES</b>		
	CHISPA	1 – 3
	CCRB	3 – 6
	CHMI	6 – 7
	CHISPA Development History	8 - 13
	CHMI Management History	14
<b>RFP DOCUMENTS</b>		
	Proposal Sheet	RFP 9
	Exhibits	RFP 10 - 13

1. COVER LETTER



July 26, 2016

Mr. Adam Goldstone, R.A.  
Capital Program Manager  
Resource Management Agency  
County of San Benito  
2301 Technology Parkway  
Hollister, CA 95023

Dear Mr. Goldstone:

Thank you for the invitation to prepare a response to the County's Request for Proposals for the Southside Hospital Property.

RFP assumes that toxic remediation will take place during the first 12 months of the redevelopment schedule. 12 months is a tight a schedule to accomplish the financing of the work and the work itself. However, it could be possible if the County manages this process while it still has site control of the property.

The County received \$55,000 of funding from the State Toxics Board which paid for Phase I and Phase II, Pre Demolition Hazard Survey and Soil borings and soil lab test results for the Southside property.

As a result of the State Toxics Board involvement, the site is now on the State Brownfields list, which will make the property more competitive when seeking cleanup funds from EPA.

The next step would be to apply for the EPA grant funding offered in the NOFA that is to be published in September 2016, secure that \$200,000 in funding, and then use that to leverage future funding from the Brownfields grants. Because Brownfield funding is over-the-counter, it is possible that all of this could be accomplished in 12 months

CHISPA feels that this process is best accomplished by County staff. CHISPA does not propose to secure funding or manage the cleanup of the property.

We propose that the County donate the cleaned property free and clear to CHISPA. We propose this structure, because donated land will serve as some of the leverage we need when applying for other subsidized funding and for tax credits. The County no longer has Redevelopment funds, so we need to identify other sources of local funding such as land donation.

**Overall Economic Benefit to San Benito County:**

CHISPA proposes a 100% affordable apartment development. The development would be exempt from property taxes under the State Tax Code. The property would create local jobs, however, and support local employers. Local jobs to be created include the on-site management and maintenance employees. More important are the contracts CHISPA signs with local companies for landscaping, repairs, maintenance. CHISPA spends over \$1,000,000 per year on services of this type for its building portfolio.

#### **Public Benefit to the County**

Affordable housing is a benefit to the low-income employees who drive the local economy. Many agricultural, service, and government and school employees will be income-eligible for these apartments. We assume we would be able to secure Project Based Section 8 vouchers, which would enable us to provide housing to very low-income people, including the homeless.

#### **The Respondent**

Community Housing Improvement Systems and Planning Association (CHISPA, Inc.)  
295 Main Street, Suite 100  
Salinas, CA 93901

#### **Contact**

Dana Cleary, Director of Real Estate Development  
(Office) 831-757-6251 x 141  
(Cell) 831-682-8016  
email: [dcleary@chispahousing.org](mailto:dcleary@chispahousing.org)

Sincerely,



Alfred Diaz-Infante  
President/CEO

Community Housing Improvement Systems and Planning Association, Inc.  
295 Main Street, Suite 100, Salinas, CA 93901  
Salinas, CA 93901  
(831) 757-6251  
[www.chispahousing.org](http://www.chispahousing.org)

## 2. DEVELOPER TEAM BIOGRAPHY

CHISPA (Community Housing Improvement Systems and Planning Association, Inc.) is the largest private, nonprofit housing developer based in Monterey County. CHISPA's Mission is "To improve people's lives and create healthy neighborhoods by developing, selling, owning and managing affordable homes."

Since its incorporation in 1980, CHISPA has built and renovated 2,268 single-family homes and apartments for low and moderate-income people in Monterey, San Benito, and Santa Cruz Counties.

CHISPA is a 501 (c)(3) nonprofit Community-based Housing Development Organization (CHDO), overseen by a nine-member Board of Directors. The board members have diverse backgrounds and experience in law, agriculture, education, banking, and business.

CHISPA manages all its apartment buildings with its subsidiary management company CHISPA Housing Management (CHMI).

CHISPA offers onsite educational and recreational programs for the residents in our rental properties. We provide these through partnership with local community organizations and individual instructors, including YMCA, Boys and Girls Club of Monterey County, Read to Me Project, Alisal Percussion, Arts Council for Monterey County, and Alliance on Aging.

CHISPA constructs its apartment buildings and homes with its in-house general contracting company Central Coast Residential Builders (CCRB).

Staff biographies can be found in the Resume section of this application, along with the development, construction and management histories of CHISPA and its subsidiaries, CCRB and CHMI.

## 3. PROJECT DESCRIPTION

**CHISPA proposes to redevelop this site AFTER the site has been remediated of toxics by the County of San Benito.** It is our opinion that County staff has developed relationships with EPA and Brownfields Funding programs the County is best able to secure funding promptly while it has site control.

### Project Description

68 unit apartment building: 67 two and three-bedroom apartments and one manager's unit. Community Room with full kitchen for tenant use and for community services.

### Amenities and Services

A computer room with computers and printers will be located in the residents' center for use by tenants. The residents' center also will include a meeting room with a kitchen, handicapped accessible bathrooms, the on-site manager's office, and storage.

There will be a separate laundry building with Energy Star washers and dryers

The apartments will include Energy Star appliances, including stove and refrigerator.

The site will include playground equipment for young children.

Adult computer literacy classes will be provided to tenants on site in the community center by the Community Information Center of Salinas, CA.

After school programs will be provided onsite in the community center by YMCA of San Benito County Family Center, which provides recreational activities, sports, homework assistance, arts and crafts.

See attached program brochure for examples of typical community services provided by CHISPA.

**Building Construction, Foundation, Exterior types:**

The construction of the buildings will entail slab-on-grade, wood frames for walls and upper floors.

The exterior will be composed of painted stucco and cellulose/cement hardboard siding, vinyl windows, metal-clad exterior doors and composition asphalt shingles on the roof. The solid-core, paint-grade, metal clad exterior doors will be factory-primed on all six sides and come with a standard one-year guarantee. The asphalt shingles will carry a three-year subcontractor guarantee and a thirty-year manufacturer's warranty.

The interior will consist of painted, textured sheetrock wallboard, natural linoleum floor covering and HUD/FHA UMD compliant carpeting in all spaces with the exception of the kitchen, bathrooms and entry areas. The natural linoleum covering will be at least 3/32" thick for light and medium traffic areas and at least 1/8" thick for heavy traffic areas. Interior surfaces will be finished with No VOC paint over textured wallboard.

Appliances in the apartments will include energy efficient (Energy Star) gas ovens and stoves, frost-free refrigerators, dish washers, garbage disposals, fire-retardant window blinds and

The two-bedroom units have one (1) full bath. The three bedroom units have two (2) full baths. All units will have private balconies or patios.

Included in the 68 units is a separate 3 bedroom, 2 bath unit, suitable for a manager, located on the second floor of the Residents' Center.

**Accessibility Features:**

Handicap accessible parking spaces to code. Fully accessible apartments as required by code.

All apartments are wheelchair accessible on the first floor.

**Parking:**

Parking spaces will be constructed on site, including adequate handicapped accessible spaces.

**Site Amenities:**

A Residents' Center will provide amenities such as a community meeting room with a kitchen, a computer learning center and office.

Barbeque grills, picnic tables and recreational areas will be located on the site. Outdoor recreational areas on the site include play areas with separate play equipment for toddlers and for young children.

A locked laundry room will provide washers and dryers for tenant use.

**Sustainable and Green Building Elements: LEED Gold Certified**

1. Solar Panels
2. Drought tolerant landscaping
3. Water Sense certified water distribution systems and plumbing fixtures.
4. Energy Star Certified LED light fixtures.
5. Energy Star Certified appliances.
6. High efficiency mechanical systems
7. Certified Construction Waste Management Plan.
8. No VOC paint and adhesives.
9. FSC certified and engineered wood products.

Utilities provided to each building will consist of sewer, water, gas, electricity, telephone and cable. All utilities and distribution lines will be placed underground. Category 5 wiring will be provided to each unit for data and computer technologies.

# 4. PRELIMINARY SITE PLAN

Project / Owner:

**CHISPA**  
HOLLISTER  
AFFORDABLE  
APARTMENTS

HOLLISTER, CALIFORNIA

APN: 000-000-000

OWNER:

CHISPA, INC.

2000 MARKET STREET

SALINAS, CA 95061

(831) 757-4251

**THE PAUL DAVIS PARTNERSHIP**  
ARCHITECTS & PLANNERS

The Paul Davis Partnership, LLP  
200 Main Street  
Redwood City, CA 94063-1000  
TEL: (650) 375-1000 FAX: (650) 375-1001  
WWW.PAULDAVISPARTNERSHIP.COM

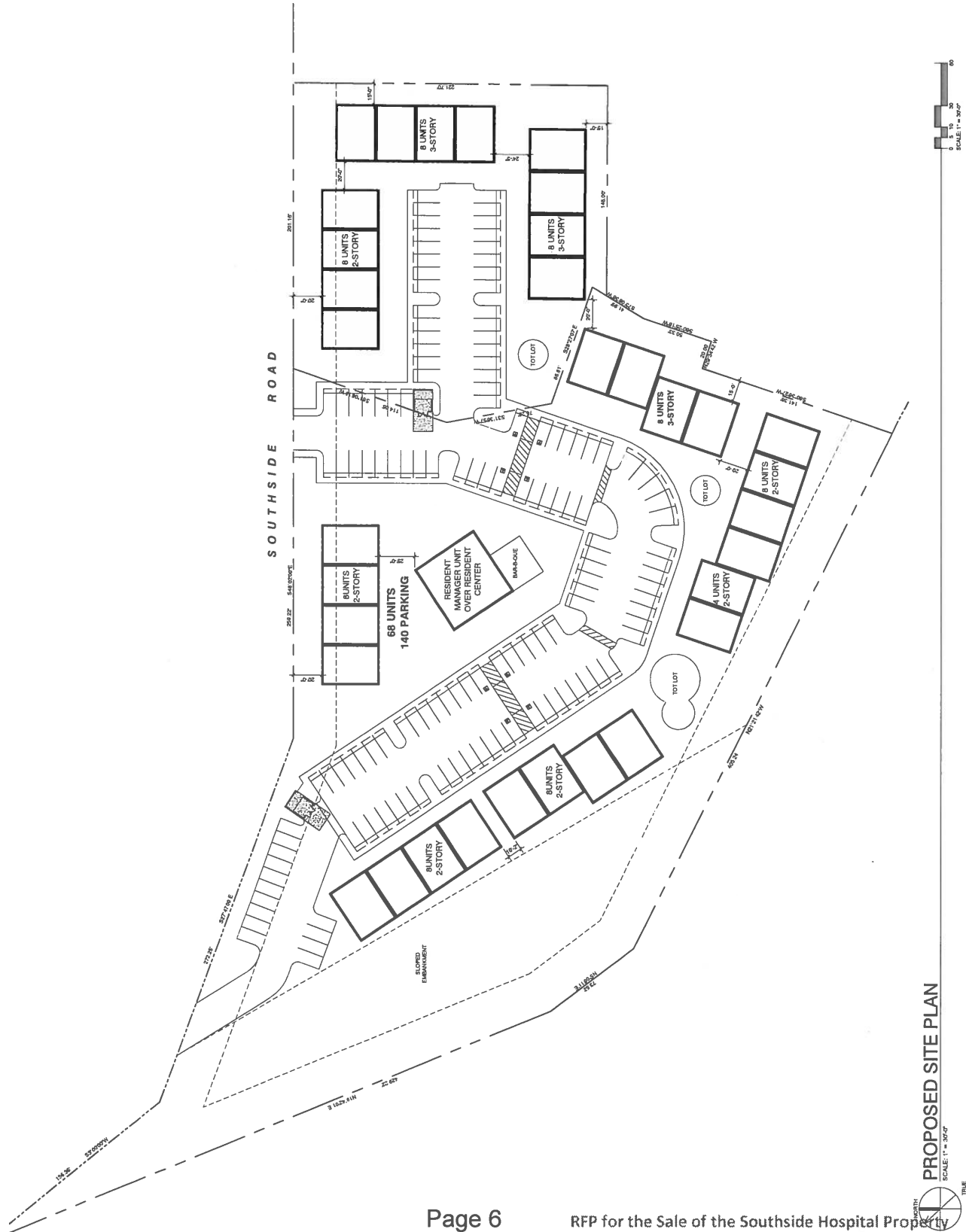
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Drawing Date: 4/27/16  
Project Number: 1600

Revisions:

**PROPOSED  
SITE PLAN**

Sheet Number:

**A1.1**





Project / Owner:

**CHISPA  
HOLLISTER  
AFFORDABLE  
APARTMENTS**

HOLLISTER, CALIFORNIA  
APN: 000-020-002  
OWNER:  
CHISPA, INC.  
10000 N. GARDEN STREET  
SALINAS, CA 95061  
(831) 757-6251

**THE  
PAUL DAVIS  
PARTNERSHIP  
ARCHITECTS & PLANNERS**

The Paul Davis Partnership, LLP  
200 Elmwood Street  
Riverside, CA 92501  
(951) 523-8291 FAX (951) 523-7439  
EMAIL: info@pauldavispartnership.com

Drawn By: AC  
Drawing Date: 4/27/16  
Project Number: 1000

Revisions:

This set of plans and specifications is prepared for the purpose of obtaining a building permit for the construction of the project described herein. It is not to be used for any other purpose without the written consent of the architect.

**Sheet 7 of 7  
PROPOSED  
SITE PLAN**

Sheet Number:

**A1.1**



**PROPOSED SITE PLAN**  
SCALE: 1" = 50'



## 5. POTENTIAL TENANTS

67 of 68 apartments will be rented to low-income tenants. One apartment will be reserved for an on-site property manager.

14 of the apartments would be rented to people earning 50% AMI and below. In San Benito County, a 50% AMI family of four earns \$39,100 annually or below.

53 of the apartments would be rented to people earning 60% AMI or less. In San Benito County, a 60% AMI family of four earns \$46,920 annually or less.

We anticipate that the residents of this apartment building would work in agriculture or service jobs in San Benito County or commute to jobs in Gilroy and north.

(a) Bedroom Type(s)	(b) Number of Units	(c) Proposed Monthly Rent (Less Utilities)	(d) Total Monthly Rents (b x c)	(e) Monthly Utility	(f) Monthly Rent Plus Utilities (c + e)	(g) % of Area Median Income	(h) % of Actual AMI
1 Bedroom							
1 Bedroom							
2 Bedrooms	6	\$771	\$4,626	\$109	\$880	50%	52.5%
2 Bedrooms	24	\$947	\$22,728	\$109	\$1,056	60%	63.0%
3 Bedrooms	8	\$885	\$7,080	\$131	\$1,016	50%	52.5%
3 Bedrooms	29	\$1,089	\$31,581	\$131	\$1,220	60%	63.0%

## 6. COST ESTIMATE FOR SITE CLEANUP AND BUILDING CONSTRUCTION

Description	Amount
<b>Demolition / Site Cleanup</b>	
Demolition (see bids)	\$600,000
To be paid by grants secured by County - not by CHISPA	
<b>Subtotal</b>	<b>\$600,000</b>
<b>Preliminary Design</b>	
Architectural (50%)	\$150,000
Engineering (50%)	\$75,000
<b>Subtotal</b>	<b>\$225,000</b>
<b>Final Design</b>	
Architectural (100%) (includes design and supervision during construction)	\$300,000
Engineering (100%)	\$150,000
<b>Subtotal</b>	<b>\$450,000</b>
<b>Construction</b>	
Prevailing Wage Construction: site and vertical	\$14,196,401
Construction Interest and Fees	\$1,024,500

### A Look at Our Progress

Here are some photos of the activity at the site:

Building A.



Building F, closest to the street, ready for the foundation pour.



Renderings of the future Buena Vista Apartments and Community Center.  
The site plan for the development.





The site plan for the development.



#### Who is Involved

Here are our financing partners:

Wells Fargo Bank, N.A.: Construction Lender  
Wells Fargo Affordable Housing Community Development Corporation: Equity Investor  
County of San Benito: HOME funding – Permanent Lender  
California Housing Finance Agency (CalHFA): Permanent Lender  
City of Hollister: Permanent Lender  
Bonneville Multifamily Capital: Permanent Lender

Architect: Edward Rinehart  
Engineer: San Benito Engineering (based in Hollister)  
Geotechnical Engineers: Earth Systems Pacific, Hollister  
Contractor: Central Coast Residential Builders (CCRB) - CHISPA's subsidiary construction firm

#### In Closing

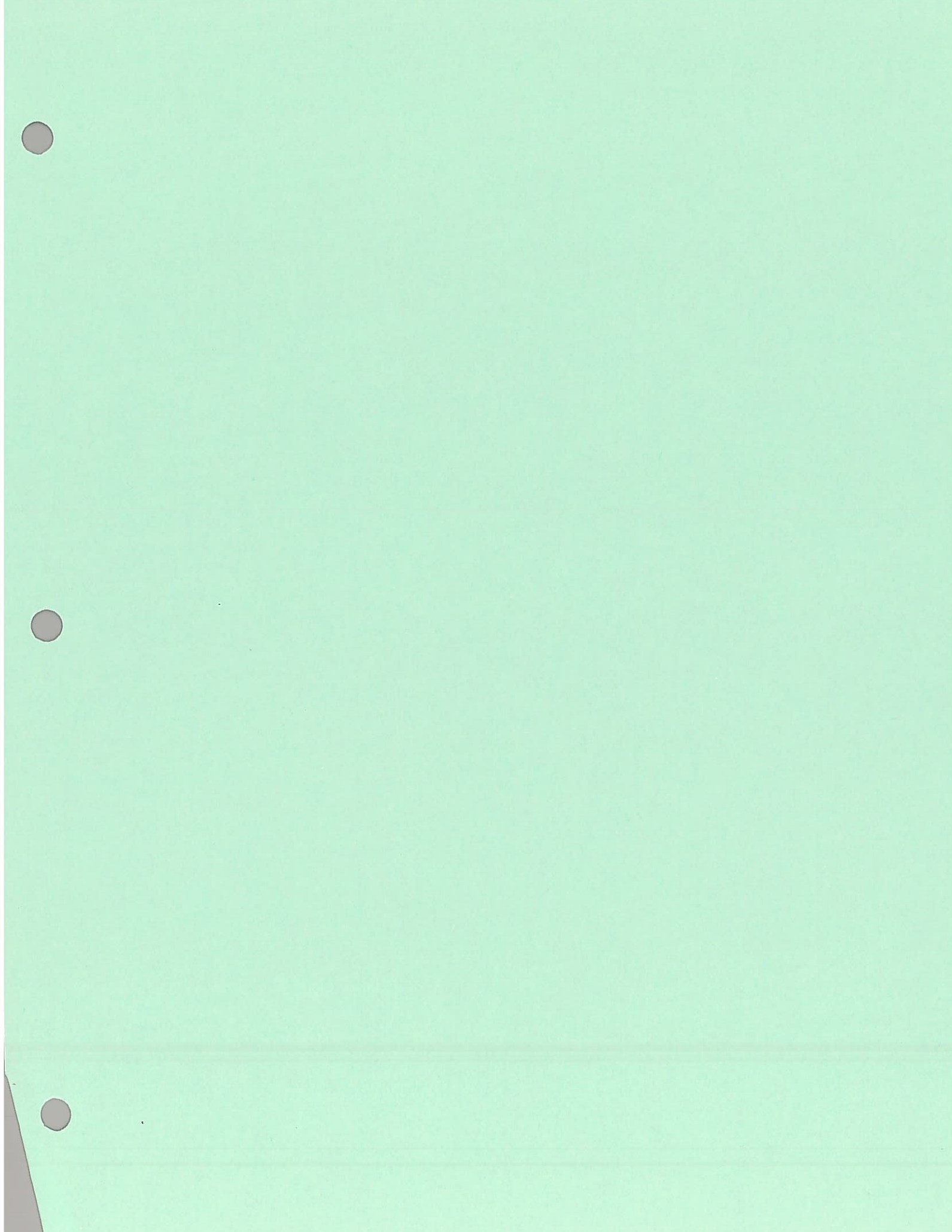
To keep informed about all of CHISPA's developments, Like us on [Facebook](#).

See you again soon!

CHISPA, Inc.  
295 Main Street, Suite 100  
Salinas, CA 93901  
Phone 831.757.6251 x 118  
Fax 831.757.6268  
TDD 831.758.9481

## 10. REFERENCES

See application form, Exhibit B



**Proposal Sheet**

(TO BE PREPARED BY RESPONDENT AND SUBMITTED WITH THE PROPOSAL)

This sheet shall be submitted with proposals and will be available to review immediately by all respondents. The Capital Program Manager or Designee will read the information aloud to attendees. Please summarize.

Proposed Property Purchase Price \$ 0.00

Proposed Terms of Purchase CHISPA to purchase the property from the County after the County secures PA and Brownfield grants and removes buildings and toxic materials from the site.

Proposed Use of Property Once the site is cleared, CHISPA proposes to seek financing to construct 57 two and three bedroom apartments on the site plus a manager's apartment. The apartments would be affordable to tenants earning 50% and 60% AMI.

The development would include a community room with a kitchen to be used by tenants for community meetings and parties. CHISPA would contract with local service providers to provide free classes and after-school programs in the community room.

Construction will be to LEED Gold Standard.

EXHIBIT "A"

PROSPECTIVE RESPONDENT FACT SHEET  
(TO BE EXECUTED BY RESPONDENT AND SUBMITTED WITH THE PROPOSAL)

NAME OF FIRM Community Housing Improvement Systems and Planning Association, Inc (CHISPA)

ADDRESS 295 Main Street, Suite 100 CITY Salinas ZIP 93901

TELEPHONE 831-757-6251 DATE \_\_\_\_\_

Respondent Does Business As: ☐ Individual ☐ Partnership  
☒ Corporation ☐ Government ☐ Fiduciary ☐ Other

Respondent is a: ☒ Resident ☐ Non-Resident of California

1) Is your firm authorized to do business in the State of California? ☒ Y ☐ N

2) Local Business: yes ☒ X no \_\_\_\_\_

3) This firm has been in continuous business under the present name for 36 years.

4) Annual sales volume: N/A

5) Net worth of business: \$21,904,367

SIGNATURE  TITLE \_\_\_\_\_ CFO

PRINTED NAME OF PERSON WHOSE SIGNATURE APPEARS Normond V. Kolpin

EXHIBIT "B"

CUSTOMER REFERENCES

List and submit with this proposal four (4) customer or professional references.

1. COMPANY NAME: Enterprise Community Investment, Inc. (equity investor)

ADDRESS: 70 Corporate Center, 11000 Broken Land Pkwy, Ste. 700

Columbia, MD 20144

CONTACT PERSON: Philip Porter, VP

TELEPHONE NUMBER: 410-772-2594

2. COMPANY NAME: City of Salinas

ADDRESS: 200 Lincoln Avenue

Salinas, CA 93901

CONTACT PERSON: Joe Gunter, Mayor

TELEPHONE NUMBER: 831-758-7415

3. COMPANY NAME: City of Hollister

ADDRESS: 375 Fifth Street

Hollister, CA 95023

CONTACT PERSON: Bill Avera, City Manager

TELEPHONE NUMBER: 831-636-4360

4. COMPANY NAME: Bonneville Multifamily Capital

ADDRESS: 111 Broadway, Suite 310

Salt Lake City, UT 84111

CONTACT PERSON: Craig Hackett

TELEPHONE NUMBER: 801-323-1077



EXHIBIT "C"

COUNTY OF SAN BENITO  
NON-COLLUSION DECLARATION  
(TO BE EXECUTED BY RESPONDENT AND SUBMITTED WITH THE PROPOSAL)

I, Normond V. Kolpin, am the  
(Name)

CFO of CHISPA, Inc.,  
(Position/Title) (Company)

the party making the foregoing proposal, and hereby certify that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the respondent has not directly or indirectly induced or solicited any other respondent to put in a false or sham proposal; and has not directly or indirectly colluded, conspired, connived, or agreed with any respondent or anyone else to put in a sham proposal, or for anyone to refrain from submitting an response to this RFP; that the respondent has not in any manner directly or indirectly, sought by agreement, communication, or conference with anyone to fix the responses to this RFP; or to secure any advantage against the public body awarding the lease; that all statements contained in the proposal are true; and, further, that the respondent has not, directly or indirectly, submitted his or her response to this RFP, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham response.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct:

JUL 18 2016  
(Date)

  
(Signature)

EXHIBIT "D"

INDEMNIFICATION AGREEMENT  
(TO BE EXECUTED BY RESPONDENT AND SUBMITTED WITH THE PROPOSAL)

This agreement is entered into between CHISPA, Inc. (hereinafter "RESPONDENT") and the County of San Benito (hereinafter "COUNTY"). RESPONDENT hereby agrees that RESPONDENT will defend, indemnify, and hold harmless COUNTY in any legal challenge involving the COUNTY as a party arising from action taken by the COUNTY relating to selection of RESPONDENT as a successful respondent to this RFP or the potential subsequent award of a lease to RESPONDENT (hereinafter "APPROVAL"), including all claims, actions, proceedings, demands, damages, costs, judgments, attorneys fees, or any other expenses, and shall include, but not limited to, actions to attack, set aside, void, or nullify any decision related to COUNTY'S APPROVAL. Either RESPONDENT or COUNTY may terminate this Agreement without cause and at will for any reason whatsoever by giving the other party thirty (30) calendar days written notice of such intent to cancel. Upon termination, the COUNTY, in its sole discretion, may deem RESPONDENT'S cancellation of this Agreement as abandonment of their RFP Response. RESPONDENT shall remain responsible for any costs, attorney's fees, and/or other expenses incurred by COUNTY related to the litigation or settlement. The obligations of RESPONDENT identified in the prior sentence shall survive termination of this agreement.

JUL 18 2016

(Date)

  
Signature

Normond V. Kolpin, CFO

Printed Name