

## **RFP – Sale of Southside Hospital Property**

# *Community Services Development Corporation*

*San Benito County*

*A 501(c) 3 Non-Profit, Public Benefit Corporation*

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*1101 San Felipe Road, Hollister, CA 95023 • 831.636.5524 tel • 831.638.2129 fax • [www.csdcsc.org](http://www.csdcsc.org)*

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August 3, 2016

Adam Goldstone  
Capital Programs Manager

Re: Sale of the Southside Hospital Property

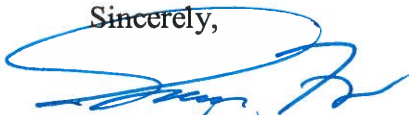
Dear Adam,

I am pleased to submit to you Community Services Development Corporation's proposal to acquire the Southside Hospital Property. Our request is that San Benito County transfer ownership of the property to CSDC. In consideration for the transfer of the property CSDC proposes to complete the necessary environmental clean-up, demolish the existing structures, and continue a second phase of the Riverview Estates development with up to 21 affordable self-help homes on the site.

The homes that we're proposing to construct on the site will be high quality, energy efficient and affordable to low and very low income residents of San Benito County.

Please contact me with any questions you may have about this proposal or required additional information.

Sincerely,



Sonny Flores  
Executive Director

~ Fernando Gonzalez, Chair ~  
~ David Wright, Vice Chair ~  
~ Francisco Diaz, Treasurer/Secretary ~  
~ Paulina Valdivia, Director ~  
~ Alan Clark, Director ~

## Development Team

San Benito County Community Services Development Corporation (CSDC) development team will be made up of Sonny Flores of CSDC as the project manager with support from Seth Capron, a consultant with years of Self-help Housing development experience and Dennis Lalor, President and CEO of South County Housing.

Sonny Flores is the current Executive Director of CSDC. Sonny oversees the day to day operations of CSDC and has worked as project manager for rehabilitation projects in San Benito County. Since 2009 Sonny has worked with City, County, State, and non-profit agencies to develop affordable housing.

San Benito County Community Services Development Corporation is a nonprofit community development corporation operating to create a vibrant, diverse, and healthy community by championing the needs of the low and moderate income residents of San Benito County. For 30 years, we have been in the business of building community through Affordable Housing Development, Property Management and Neighborhood Development. CSDC has a broad range of experience in affordable housing management, neighborhood development, and rehabilitation. Working in collaboration with City, County, and non-profit community organizations, we have accomplished a variety of community based project including:

- Partnering with the City of Hollister Redevelopment agency for the acquisition and rehabilitation of 5 blighted properties resulting in permanent affordable housing in the community
- Developed Riverview Estates, a 56 home subdivision for self-help and moderate rate housing
- Site development of Gateway Palms apartments, later sold to and constructed by South County Housing, providing 31 affordable housing units to the community
- Managed emergency housing facilities for the County of San Benito
- Currently manage 54 affordable rentals over 6 housing sites and 3 single family homes
- Work closely with the Section 8 housing voucher program and provide 20 rental units to residents with a HUD housing voucher
- Familiar with HUD HOME partnership program and manage 12 HOME assisted rental units
- Redevelopment of a blighted mobile home park, through California Housing and Community Development, providing 10 affordable rental units.
- Lease management for the Helping Hands program, providing permanent housing to disabled homeless residents in San Benito County

Our model of fostering strategic partnerships with other community based organizations has allowed us to grow, provide much needed affordable housing, and develop sites that improve neighborhoods and community services that address the needs of our community. By providing affordable housing, we invest in the long-term success of the community. Working with strong community partners, we bring in services that enhance the community.

**Seth Capron**  
Aromas, CA 95004  
(408) 592-9666

**CALIFORNIA CONTRACTOR'S LIC. # B512352**

**Work Experience**

**2014-  
Present**

**Nonprofit Affordable Housing Development Management Consultant**

Clients include Eden Housing, Inc., South County Housing and Community Development Corporation.

**2009 -  
2015**

**Senior Project Manager, Real Estate Department, South County Housing and South County Community Builders, Gilroy, California**

South County Housing is a non-profit affordable housing developer. Responsibilities include project management of multi family and single family projects, including site acquisition, creating and managing project budgets and schedules, obtaining funding sources including government grants and tax credit investors, negotiating bank loans, closing escrows, hiring and directing design consultants, obtaining entitlements, overseeing general contractors, invoice approval, bank draws, relocation, coordinating with Marketing Department and Property Management at sales or lease-up and project close-out, and overall implementation of USDA 523 self help Technical Assistance grants. Projects have included two single family self help subdivisions and two multi-family apartment projects.

**2003 -  
2009**

**Construction Program Manager, South County Housing and South County Community Builders, Gilroy, California**

In addition to continuing responsibility for construction management on specific projects (see attached), had overall oversight and responsibility for all in-house General Contracting, including apartment projects, subdivisions of detached and attached single family homes, full residential rehab jobs and mobile home parks. Supervised staff has included up to two construction managers, a field staff of seven superintendents and six office support staff. Responsibilities included administration of South County Housing's USDA Technical Assistance Grant for self help construction and SCH's Customer Service Department.

**1995 -  
2003**

**Construction Manager, South County Housing and South County Community Builders, Gilroy, California**

Directly responsible for the construction management of site work (streets and utilities) and unit construction at eighteen projects, totaling 717 units. Most projects were a blend of self help homes (309 units) and units on which South County Housing acted as general contractor, subcontracting out all trades. Projects included single and multi-family as well as mobile home parks.

**South County Housing  
Resume of Executive Director**

**Dennis Lalor**

16508 Monterey Rd., Ste 120, Morgan Hill CA 95037 408-843-9236 [dennis@scounty.com](mailto:dennis@scounty.com)

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***Relevant Work Experience***

***South County Housing Corporation, 1986-Present***

***Executive Director: 1997-Present***

Reporting to a 15 member Board of Directors provides general oversight for all housing development, property management, neighborhood services, and housing construction. Responsible for overall management of two corporations (South County Housing Corporation and South County Property Management Corporation) with a total of 90 staff persons, and a portfolio of over 3000 single-family, multi-family, and commercial units. Serves as spokesperson for South County Housing and affordable housing advocacy in general at the local, state, and national levels.

Accomplishments include directing acquisition of, and planning for the groundbreaking 380-unit "Los Arroyos" mixed income, mixed use subdivision. Presided over a sixty percent staff growth and expansion of service area into Monterey and Santa Cruz counties, the development of over 2300 housing units through 2014. Completed a successful merger with Pajaro Valley Housing Corporation that included the integration of staff and board directors between the two organizations,

With Eden Housing Corporation, initiated and executed a strategic alliance that created a new 501c3 entity, Eden South County, governed by both boards. Oversaw the transfer of 40 South County Housing properties, and 50 South County Property Management staff to the new entity. The property transfers are scheduled to be completed in March 2016.

***Director of Housing Development: 1990-1997***

Initiated South County Housing's development of self-help single family homes under USDA 502 and State of California programs. Instrumental in obtaining the organization's first low-income housing tax credit awards, and multi-family acquisition and rehabilitation projects. Oversaw the development of 550 housing units. Implemented the corporation's first development project management and reporting systems and instrumental in obtaining a corporate contractor's licensing and instituting a single family general contracting division within SCH.

***Related Affiliations:***

- Past President, Non Profit Housing Association of Northern California
- Board of Directors California Coalition for Rural Housing
- Past Vice President, Neighborhood Capital Corporation
- Member, Rural Advisory Committee, Local Initiatives Support Corporation
- Board of Directors, National Rural Housing Coalition

***Education***

B.A. San Jose State University, 1970

***Licenses***

General Building Contractor B538871 and B546353



## Project Description

San Benito County Community Services Development Corporation (CSDC) proposes to develop a second phase of our previous Riverview Estates housing development. Riverview Estates was constructed in 2002 as an affordable housing development. It was built in cooperation with San Benito County and South County Housing (SCH), providing 28 moderate rate and 28 self-help home ownership opportunities. These homes were sold to very low, low and moderate income residents of San Benito County. CSDC is assuming SCH's USDA self-help grant, and plans to use this program for the construction of Riverview II. The grant will provide \$819,782 for CSDC to provide technical assistance for self-help homes in San Benito County, and will make \$8 Million in low cost mortgages available to low income families.

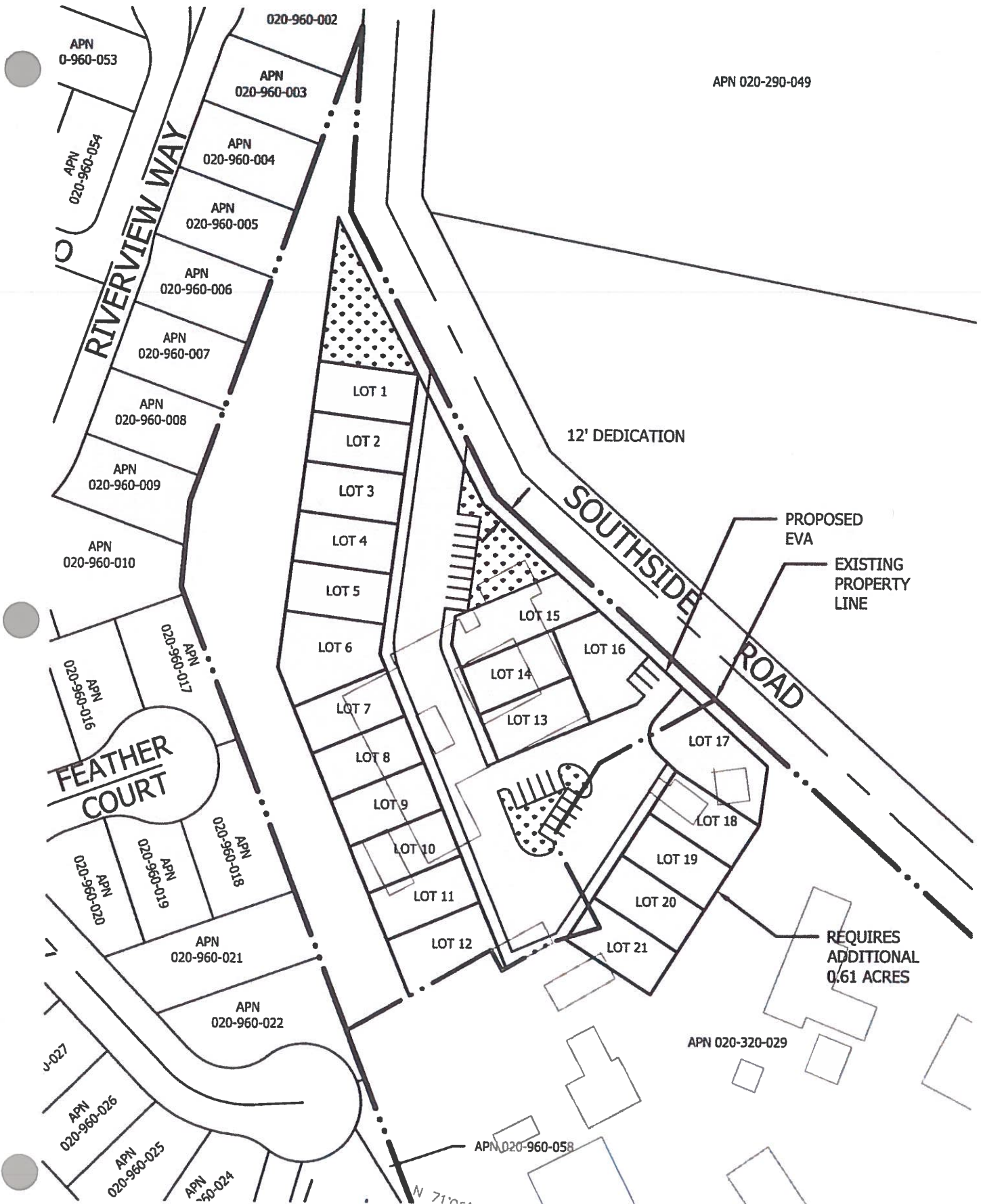
If selected CSDC will work in partnership with former staff from South County Housing to develop Riverview II. Riverview II will utilize the former South Side Hospital site to develop a 21 unit affordable housing development for very low and low income residents in San Benito County. Working with the USDA Mutual Self-Help Program, we will develop lots and provide technical assistance to the owner/builder residents of the homes. SCH's experience building over 350 self-help homes in San Benito County has demonstrated the dramatic effect this program has on the lives of the low income families who have attained homeownership through the program.

CSDC requests a lot line adjustment be considered by the County, to include additional county owned property at the south end of the site adjacent to the current public works driveway. This additional square footage is needed in order to allow for the creation of twenty one 3700 square foot building lots.

Environmental abatement and demolition of the existing structures will be the first phase of site improvements. CSDC intends to use a combination of grants and private funding to complete the clearing of the site within 12 months.

Over the next 18 months a final site plan will be completed, funding will be secured for improvements, and civil construction will get underway. We believe a first group of home builders could begin construction within 24 months.

The proposed development will remove blight and eliminate environmental hazards, while providing up to 21 homes for ownership to low income residents in San Benito County. Construction of these affordable units as single family homeownership units will have the advantage of providing the County with property tax revenue, which would not be the case with a low income multifamily project that have a welfare exemption.



## Potential Occupants

CSDC's proposed project would serve low and very low income residents in San Benito County. CSDC maintains a waiting list for affordable housing units. Currently CSDC has 184 families on their waiting list.

SCH has a waiting list of twenty-five families who have signed an interest list for future self help projects. During 2012 and 2013, South County Housing recruited participants for 30 mutual self-help homebuyers at The Hillview II project in accordance with an approved Affirmative Fair Housing Marketing Plan. Over the previous twenty years, SCH identified and qualified over 500 low and very low income home buyers who successfully constructed a mutual self help home.

During the pre-development period, CSDC will develop an interest list to identify low and very low income participants for our Riverview II project.



# CSDC SELF HELP DEVELOPMENT BUDGET

## SOURCES OF FUNDS

	Number of Units	Amount Per Home	
USDA Mortgages - 4 Bedroom	21	262,000	5,502,000
Housing Assistance Council SHOP Grant	21	15,000	315,000
EPA Site Remediation & Demo Grant			250,000
Grant from County or other source - CDBG, HOME, In Lieu Fees	21	33,233	700,000
<b>TOTAL SOURCES</b>			<b>6,767,000</b>
TOTAL SOURCES minus Loan Repayments			

Sales price of \$274,000 less sweat equity of \$12,000

## ACQUISITION AND HOLDING COSTS

Land Acquisition	0
Acquisition Legal	5,000
Property Taxes	4,500
Site Liability Insurance pre-construction	3,000
Temp Fencing	2,000
Title and Escrow	2,000
<b>TOTAL</b>	<b>18,500</b>

## DESIGN/DEVELOPMENT: SITE

Environmental Studies-Phase I/II Rpts	8,000
Other Environmental Studies - NEPA, Archaeological	14,000
PG&E Design (Giacalone)	18,000
Civil Engineering	75,000
Construction Staking	25,000
Compaction Testing	18,000
Blueprints, Copies, Plans	4,000
HERS Rater	8,000
Site Work Improvement Contract Bond	11,500
Subdivision Bond	22,000
Geo Technical (soils report)	8,000
Legal (Resales restr, neighbor issues; relo plan)	20,000
Dept. of Real Estate Fees	5,000
<b>TOTAL</b>	<b>236,500</b>

## DESIGN DEVELOPMENT: UNITS

SBC Public Works Fees (Subdivision Fees)	65,000
Planning Fees (Subdivision Arch & Site)	9,400
Building Permit Fees	725
SBC Engineering Fees	48,000
Misc. Gov't Fees (SWPPP, Ecnraachment, etc.)	6,000
PG&E/Phone Contract Fees	20,000
Architectural - incl structural eng. (in unit budgets)	0
Landscape Design and Plans	5,000
<b>TOTAL</b>	<b>154,125</b>

## CONSTRUCTION: SITE

Site Improvements (incl. joint trench)	850,000
Demolition & Remediation	500,000
Off Site Improvements	300,000
Site Work Contingency	10% 185,000
<b>TOTAL</b>	<b>1,815,000</b>

## CONSTRUCTION OF UNITS

4 Bdrm.	502 Mortgage Budget less Lot Payment to SCH	21	190,000	3,990,000
<b>TOTAL</b>				<b>3,990,000</b>

## FINANCING & GENERAL DEVELOPMENT

Construction Loan Points plus fees - SITE	1.0%	15,000
Construction Loan Interest - SITE	3.0%	45,000
Construction Title and Escrow		15,000
Appraisals		6,000
C.O.C. Insurance - Site Work Only		5,000
Contractor Liability Insurance (incl. 3rd party review)		35,000
Warranty Reserve	21	1,000 21,000
Marketing (advertising & signs) Self Help	21	250 5,250
Closing Costs for Lot Sales	21	60 1,260
SCH Fee for Real Estate Broker		14,000
Repay SHOP (10% is loan)		31,500
Soft Cost Contingency	10%	60,885
CSDC Developer's Fee		300,000
<b>TOTAL</b>		<b>564,575</b>

TOTAL DEVELOPMENT COST

6,767,000

TOTAL FUNDS LESS COST OF DEVELOPMENT

0

CSDC  
SALE OF SOUTHSIDE HOSPITAL PROP.

## **FINANCIAL CAPACITY**

CSDC has operated as a local non-profit agency since 1984. We currently have \$1.8 million annual revenue and net assets of \$6.2 million. Our annual revenue and net assets allow us to leverage financing. CSDC has demonstrated its capacity to secure financing by obtaining local, state, and private funding for commercial, single family, and multi-family projects in San Benito County, including the following:

- City of Hollister RDA
- San Benito County
- California HCD HOME
- Tax Exempt Bond Financing
- Heritage Bank
- US Bank
- Union Bank

Former SCH Project Manager Seth Capron, who will be part of CSDC's Riverview II team, has extensive experience in obtaining local, state and federal loan and grant funding on both single family and multi-family projects, including the following:

- City of Hollister RDA
- Monterey County RDA
- Monterey County Housing Fund
- California HCD CalHome
- California HCD HOME
- California HCD CDGB
- California HCD Multi-Family Housing Program
- US Dept. of Labor Farmworker Housing Program
- Federal Home Loan Bank AHP
- 4% Tax Credits
- 9% Tax Credits

Mr. Capron has also obtained and administered bank loans on many projects with:

- Bank of America
- US Bank
- Wells Fargo Bank
- Rural Community Assistance Corporation

**San Benito County Community Services Devel. Corp.**  
**Balance Sheet**  
**As of June 30, 2016**

	<u>Jun 30, 16</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
Pinnacles CD 0707	200,136.16
Heritage Bank Operating 0220	
7th St Reserve	6,000.00
East St Reserve	6,000.00
Heritage Bank Operating 0220 - Other	284,649.87
<b>Total Heritage Bank Operating 0220</b>	<b>296,649.87</b>
Heritage Bond Reimb Acct 0204	195,110.09
Heritage Bank (Bond Collateral)	300,750.93
Pinnacle Bank Checking 1997	62,049.89
POA Reserve Account	
Rabobank 9324	42,695.33
<b>Total POA Reserve Account</b>	<b>42,695.33</b>
<b>Total Checking/Savings</b>	<b>1,097,392.27</b>
<b>Accounts Receivable</b>	
Accounts Receivable	52,277.62
<b>Total Accounts Receivable</b>	<b>52,277.62</b>
<b>Other Current Assets</b>	
Prepaid Insurance	3,420.79
<b>Total Other Current Assets</b>	<b>3,420.79</b>
<b>Total Current Assets</b>	<b>1,153,090.68</b>
<b>Fixed Assets</b>	
Buildings & Improvements	10,869,287.55
Furniture & Equipment	91,598.54
Land	2,933,555.46
Vehicles	55,992.62
<b>Accumulated Depreciation</b>	
Accum Depr - Buildings & Imp	(4,079,922.14)
Accum Depr - Furn & Equipment	(91,598.56)
Accum Depr - Vehicles	(55,994.38)
<b>Total Accumulated Depreciation</b>	<b>(4,227,515.08)</b>
<b>Total Fixed Assets</b>	<b>9,722,919.09</b>
<b>Other Assets</b>	
Beneficial Int in Assets/Others	32,147.18
CIP - Line Street	218,175.91
ST Portion of Mortgage Rec	2,095.00
Debt Issuance Costs	174,772.64
RIVERVIEW SECOND MORTGAGES	
ST Portion Mortgages Rec - Adj	(2,095.00)
Lot #18 2nd Mortgage	38,745.73
<b>Total RIVERVIEW SECOND MORTGAGES</b>	<b>36,650.73</b>
<b>Total Other Assets</b>	<b>463,841.46</b>
<b>TOTAL ASSETS</b>	<b>11,339,851.23</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable - Trade	9,843.26
<b>Total Accounts Payable</b>	<b>9,843.26</b>

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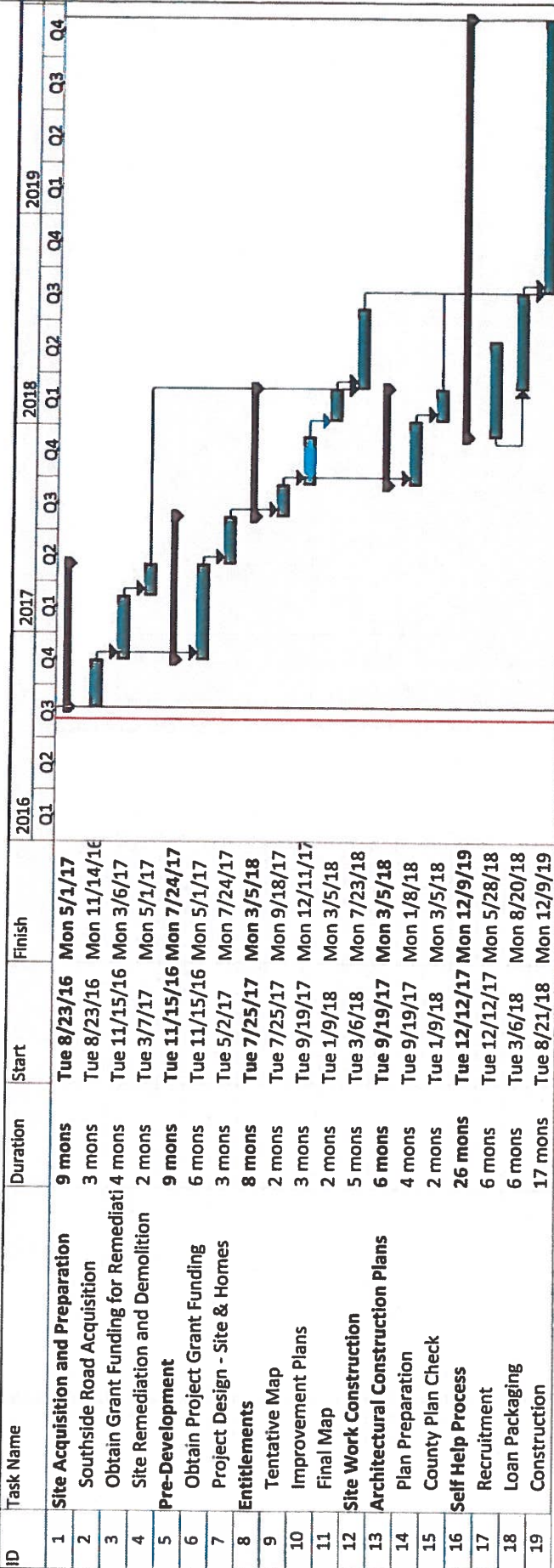
08/03/16

Accrual Basis

**San Benito County Community Services Devel. Corp.**  
**Balance Sheet**  
**As of June 30, 2016**

	Jun 30, 16
<b>Other Current Liabilities</b>	
ST Portion of LT Debt	319,985.96
Accrued Bond Fees	(2,885.96)
Accrued Vacation	16,092.94
Security Deposits	37,510.00
<b>Total Other Current Liabilities</b>	<b>370,702.94</b>
<b>Total Current Liabilities</b>	<b>380,546.20</b>
<b>Long Term Liabilities</b>	
Transfer to Short Term Debt	(319,985.96)
Bond Financing	2,500,000.00
County of San Benito-Toro Plaza	146,514.02
RDA Deferred/Forgiven Interest	153,290.65
<b>RDA LOANS</b>	
41/51 Rustic Loan	356,487.77
9 Rustic Loan	115,965.92
0308-2 East	342,030.00
0308-3 East	25,785.33
0308-6 East	44,653.55
0308-4 Deferred East	42,500.26
0308-5 Forgivable East	132,210.00
0308-1 7th	59,596.54
0308-7 7th	446,970.00
0308-8 7th	26,767.21
0308-9 Deferred 7th	67,500.00
0308-10 Forgivable 7th	48,600.00
<b>Total RDA LOANS</b>	<b>1,709,066.58</b>
<b>Total Long Term Liabilities</b>	<b>4,188,885.29</b>
<b>Total Liabilities</b>	<b>4,569,431.49</b>
<b>Equity</b>	
HUD Reserve set aside	
Reserve set aside - East Street	6,000.00
Reserve set aside - 7th Street	6,000.00
<b>Total HUD Reserve set aside</b>	<b>12,000.00</b>
Permanent Restricted Net Assets	20,950.00
POA Reserve Acct Fund Balance	40,033.64
Net Assets	6,217,335.27
Net Income	480,100.83
<b>Total Equity</b>	<b>6,770,419.74</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>11,339,851.23</b>

# CSDC SELF HELP SCHEDULE



CSDC  
Sale of Southside Hospital Property



**AFFORDABLE HOUSING PROJECTS  
WITH DIRECT CONSTRUCTION MANAGEMENT BY SETH CAPRON**

Projects	Year Built	# of Units	Contractor Built Homes	Self Help Homes	Apartments	Rehab	Mobile Homes	Construction Budget
Primavera	1996	90	30	60	0	0	0	8,443,565
Glenbrook	1996	30	0	30	0	0	0	2,930,000
Alderwood	1997	60	40	20	0	0	0	6,719,499
Una Nueva Esperanza	1999	11	0	11	0	0	0	1,282,517
Summerhill	1999	65	35	30	0	0	0	7,470,000
Bridgevale	1999	59	17	42	0	0	0	6,480,702
Los Arroyos Phase 1	2000	47	47	0	0	0	0	7,106,508
Los Arroyos Phase 2	2001	24	12	12	0	0	0	3,135,327
Moro Cojo	2001	50	0	50	0	0	0	3,610,310
Riverview Estates	2002	42	0	42	0	0	0	2,173,730
Corralitos Creek Townhomes	2004	35	35	0	0	0	0	7,701,940
Kents Court Mobile Park	2005	19	0	0	0	0	19	1,088,793
Boronda Oaks	2005	24	12	12	0	0	0	3,522,503
Royal Court Single Family	2006	12	12	0	0	0	0	3,485,960
Jardines de Boronda Apt.'s	2006	15	0	0	15	0	0	1,876,859
Riverside Mobile Home Park	2007	25	0	0	0	0	25	2,399,539
Nuevo Sol Homeless Shelter	2007	14	0	0	3	11	0	1,976,093
Madrone Plaza	2008	78	78	0	0	0	0	20,461,793
Gateway Palms Apartments	2010	31	31	0	31	0	0	15,133,394
Hillview I	2011	25	0	25	0	0	0	7,007,618
Hillview II	2013	30	0	30	0	0	0	10,182,575
Camphora Apartments	2015	44	44	0	44	0	0	21,121,499
<b>TOTALS</b>		<b>830</b>	<b>393</b>	<b>364</b>	<b>93</b>	<b>11</b>	<b>44</b>	<b>146,310,724</b>

1 Primavera  
2 Glenbrook  
3 Alderwood  
4 Una Nueva Esperanza  
5 Summerhill  
6 Bridgevale  
7 Los Arroyos Phase 1  
8 Los Arroyos Phase 2  
9 Moro Cojo  
10 Riverview Estates  
11 Corralitos Creek Townhomes  
12 Kents Court Mobile Park  
13 Boronda Oaks  
14 Royal Court Single Family  
15 Jardines de Boronda Apt.'s  
16 Riverside Mobile Home Park  
17 Nuevo Sol Homeless Shelter  
18 Madrone Plaza  
19 Gateway Palms Apartments  
20 Hillview I  
21 Hillview II  
22 Camphora Apartments

## 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

Proposed Terms of Purchase CSDC to enter into a contract to complete remediation and demolition per the hazardous materials identified in the County RFP documents. Demolition and remediation to be completed within twelve months of execution of purchase.

Proposed Use of Property CSDC is in the process of assuming South County Housing's USDA Rural Development Self Help housing program. As a grantee, CSDC will have funds available to provide technical assistance to the self help families, including project planning, loan packaging, hiring of subcontractors, and self help construction support. CSDC is planning on creating a approximately 21 lot subdivision and selling the improved lots to the self help families. The participants will work in mutual self help groups of ten families each, constructing part of their new neighborhood together. As part of the USDA program, the self help families will be able to finance their home construction with Rural Development low interest loans.

Over the last twenty-three years, South County Housing has worked with over 350 San Benito County low and very low income families to create their own homes under this program, including the twenty-eight Riverview self help homes on the property adjacent to the Southside site. Former SCH staff will be working with CSDC to help launch their self help program.

As owner-occupied homes, the Riverview II project will contribute ongoing property tax revenue to the County.

CSDC plans on building homes of the same architectural quality and energy efficiency as the Hillview I and Hillview II homes built by South County Housing in Hollister over the last five years.

EXHIBIT "A"

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

NAME OF FIRM SBC COMMUNITY SERVICES DEVELOPMENT CORP  
ADDRESS 1101 SAN FELIPE RD CITY HOLLISTER ZIP 95023  
TELEPHONE 831-636-5524 DATE 8-3-16

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 ☒ no ☐

3) This firm has been in continuous business under the present name for 32 years.

4) Annual sales volume: \$1.8 MIL

5) Net worth of business: \$6.2 MIL

SIGNATURE [Signature] TITLE EXECUTIVE DIRECTOR

PRINTED NAME OF PERSON WHOSE SIGNATURE APPEARS SONNY FLORES

EXHIBIT "B"

CUSTOMER REFERENCES

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

1. COMPANY NAME: HERITAGE BANK  
ADDRESS: 351 TRES PINOS RD  
HOLLISTER, CA 95023  
CONTACT PERSON: WILL SUTTON  
TELEPHONE NUMBER: 831-637-2152
2. COMPANY NAME: MARK NICHOLSON CONSTRUCTION INC  
ADDRESS: 701 MC CRAY ST  
HOLLISTER, CA 95023  
CONTACT PERSON: KURT NICHOLSON  
TELEPHONE NUMBER: 831-637-5728
3. COMPANY NAME: JOHNSON LUMBER / HOLLISTER ACE  
ADDRESS: HOLLISTER, CA 95023  
CONTACT PERSON: ACCOUNT RECEIVABLE  
TELEPHONE NUMBER: 831-634-1590
4. COMPANY NAME: GK FINANCIAL SERVICES  
ADDRESS: 885 MORO DR  
GILROY, CA 95020  
CONTACT PERSON: PAT DELBENE  
TELEPHONE NUMBER: 888-412-7575



EXHIBIT "C"

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

I, SONNY FLORES, am the  
(Name)

EXECUTIVE DIRECTOR of COMMUNITY SERVICES DEVELOPMENT CORP  
(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:

8-3-16

(Date)



(Signature)



EXHIBIT "D"

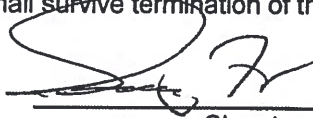
INDEMNIFICATION AGREEMENT  
(TO BE EXECUTED BY RESPONDENT AND SUBMITTED WITH THE PROPOSAL)

COMMUNITY SERVICES  
DEVELOPMENT CORP

This agreement is entered into between \_\_\_\_\_ (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.

8-3-16

(Date)



Signature

SONNY FLORES

Printed Name