

REQUEST FOR QUALIFICATIONS:
ON-CAMPUS PRIVATIZED STUDENT HOUSING PROJECT
09-10-09

Project Description and Background

Bowling Green State University seeks to engage one or more private developers to proceed with a privatized student housing project that intends to provide approximately 1,400 new beds by August of 2011. The final plan for new housing is nearing completion but BGSU is proceeding with the first phase of the selection process to ensure that construction can begin in the first quarter of 2010.

Ideally, the project intends to address several (but preferably all) of the following issues related to student housing and campus development:

- Rapid improvement in the quality of student housing through the development of new units, and the renovation or phasing out of older buildings.
- Broaden the variety of living options beyond the traditional units currently provided.
- Institute strategies aimed at reversing a decline in undergraduate enrollment, where an upgrade of student housing is seen as a critical element in improving enrollment and retention.
- Further enhance BGSU's undergraduate educational experience, an area where the university is currently ranked 11th nationally by US News & World Report.
- Bolster BGSU's academic strategies with respect to learning communities (including residential learning communities), an area where the university already excels nationally as evidenced by recent rankings in US News & World Report.
- Transform the university's campus to promote the establishment of learning neighborhoods, where student housing, academic spaces, student services and amenities are organized in mixed use developments that are being planned for strategic locations within the university. Accordingly, new student housing will be among the first critical developments in the transformation.
- Utilize off-balance sheet financing for all new student housing buildings.

The new housing must be developed through one or more private developers, with non-recourse private financing and ownership proposed by the developer(s).

BGSU wishes to select one or more developers to design, finance, construct and own these housing projects through a two-step selection process. This process is described below as: (1) an initial RFQ that will enable the university to short-list from among interested companies, and (2) a RFP-based selection among short-listed firms.

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ON-CAMPUS PRIVATIZED STUDENT HOUSING PROJECT
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Proposed Housing Projects – Phases 1 and 2 of Student Housing Development

BGSU is completing a Residence Life Master Plan that will describe student housing developments in two phases of approximately 4-5 years each. Phase 1 will extend from Fall, 2009 through 2014. Phase 2 will extend from 2014 and beyond.

Included in the master plan will be renovations of existing residence halls that will involve conversions of double rooms to singles, upgrading building conditions, improving functionality to a more contemporary standard, and integrating living/learning spaces; these renovations will likely be undertaken by the university through its traditional design, construction and financing approaches.

By contrast, new buildings will be undertaken by one or more developers.

Phase 1 developments (as currently envisioned) will include the following:

- Approximately 840 new suite, or suite style, beds: These units may accommodate 4 students and include single or double bedrooms, with a shared mini-kitchen and living room for suite residents. Bathrooms may be designed to serve 2 beds. Shared support space and learning community space may be included in these buildings.
- Approximately 640 traditional/community-style beds: These facilities may include communities of 18 beds. Within the communities, 7 bedrooms may be doubles and 4 may be singles. These facilities also may include shared support space and learning community space.
- Greek Village: Although construction of this development may not occur during the first phase, planning and design for a 654 bed Greek Village may be started during Phase 1.
- Apartments: Approximately 450 apartment beds are recommended to meet demand. Again, although this project may not be constructed in Phase 1, BGSU may elect to begin planning and design during Phase 1.

Coordination with University Master Planning Process

BGSU is proposing development sites and recommended bed capacities that are aligned with an overall plan for campus organization. Within Phase 1 BGSU contemplates two steps, with each step involving demolition of at least one existing residence hall, the de-densification of existing facilities (e.g., conversion of singles to doubles and integration of program space), and the construction of new residence halls. In addition, the development of new food service facilities (not part of this selection process) will be undertaken.

The conceptual plans shown in the attachment (page 3) describe the first phase. Step 1 focuses on the development of two learning neighborhoods located in the central region of the campus. New food service venues will be developed in the first step (shown as FS). Step 2 addresses residence hall development in the northwest region of the

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campus. Possible new academic building footprints are shown in Step 2 (identified with the ACAD. Designation).



MASTER PLAN BED COUNTS



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REQUEST FOR QUALIFICATIONS:
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Selection Process and Schedule

BGSU is undertaking this selection process in order to proceed with the first phase of a two-phase student housing initiative. There will be two steps in the selection process.

1. BGSU will conduct a pre-qualification screening of all statements of qualification that are submitted in response to this RFQ. The screening process will identify developers who, in BGSU's sole discretion, best meet the project requirements. The screening criteria are listed in a subsequent section of this RFQ. BGSU reserves the right to reject any or all qualifications submissions.
2. Based on the review of the pre-qualification submittals, BGSU will select, at its sole discretion, a short-list of developers most qualified to undertake this project. Through a formal Request for Proposal (RFP), developers on this short list will be invited to submit a detailed project proposal and make a formal presentation to a BGSU selection committee.

Each firm will be notified whether its submittal is to be considered for a step 2 proposal, after which they will have approximately four weeks (from issuance of the RFP) to prepare and submit their detailed proposal. Approximately one week after notification, the short-listed firms will have an opportunity schedule a private, one-hour conference with members of BGSU's selection committee in order to ask clarifying questions and discuss other matters related to the project.

The proposed schedule for the Phase 1 project selection process is presented below.

<u>DATE</u>	<u>EVENT</u>	<u>COMMENTS</u>
• Week of September 7, 2009	Request for Qualifications issued	
• September 24, 2009	Written questions due	Via e-mail to: skrakof@bgsu.edu
• October 1, 2009	Request for Qualifications due	To BGSU Purchasing by 4:30PM
• Week of October 5, 2009	Short list firms announced - RFP issued	
• Week of October 12, 2009	One-hour conferences conducted	Dates to be announced – on BGSU campus

REQUEST FOR QUALIFICATIONS:
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09-10-09

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| • October 30, 2009 | Detailed proposals due | To BGSU
Purchasing by
4:30PM |
| • Week of November 2, 2009 | Presentations/interviews | 1 hour,
15 minute limit |
| • Week of November 9, 2009 | Developer selection complete | Pending
contract
negotiations |

Immediately following the selection of the preferred developer(s), negotiations will begin on all required Agreements. The developer(s) will be required to execute these Agreements, secure financing, and complete all other arrangements with BGSU, in time for a start of construction that ensures completion of all projects by August of 2011.

Required Submittals by Developers – Step 1 of Selection Process

Developers will be required to submit their Statements of Qualifications on SAO Form #F110-330, which is available via the State Architect's Office Website at <http://www.das.ohio.gov/gsd/sao/documents.htm>. Twelve copies of the completed Statement of Qualifications should be delivered to BGSU Purchasing as noted above on or before the closing time and date. Materials will not be returned.

Qualification Screening Criteria – Step 1 of Selection Process

The following criteria will be used to evaluate Statements of Qualifications.

1. Previous Experience - Developers must provide evidence of having undertaken other projects of this type and/or magnitude. Evidence must include brief project descriptions, a statement regarding the duration of developer's financial and operational involvement with each such project following completion; and the name, address, and telephone number of a client reference with knowledge of the project. Projects chosen to be included as relevant experience should generally be in the same climate conditions as Bowling Green, Ohio, with the need to address all issues raised by a full seasonal cycle. Project examples should include the following: summary narrative description, year project was completed, number of beds, unit types, number of stories, type of structure, type of exterior enclosure, roof type, heating/cooling system, gross square footage, total project cost, construction cost, construction cost/SF including site, project cost/bed at time of construction, and project cost/bed in 2009 dollars.

REQUEST FOR QUALIFICATIONS:
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2. Experience with Residential Living/Learning Communities – Developers must provide evidence of having undertaken projects that include the integration of academic spaces within residence halls. BGSU believes that grouping students with similar academic interests contributes to a more complete university experience and improved learning outcomes, and is an enhancement to academic life. Accordingly, BGSU will seek to provide program space within the residence halls to accommodate instructor-student interaction; student club meetings; small group study; tutoring; or multipurpose activities such as outside speakers, conferences and group functions. Developers must demonstrate their experience in providing programming and design skill that integrates such uses in a high quality and cost-effective manner.
3. Developer team – Developers must submit a list of members of the team that will include design professionals, management groups, construction team, financing entity(s), and any other applicable groups or individuals required to complete the proposed project. Qualifications and experience of each, with this type of project, should be described.
4. Proprietary financial capability to execute the Student Housing project – Developers must submit information regarding their financial capability to successfully pursue and complete the project on a timely basis, and evidence of proven ability to access capital markets for project funding (both equity and debt capital). Financial statements for the two most recent, available years are requested. It is preferred that audited financial statements be submitted, but if not available, copies of the firm's two most recent tax returns or compiled financial statements by an independent CPA can be submitted. If the financial statements (or tax returns) are intended to be confidential, please submit one copy in a separate sealed envelope and mark as follows: Firm's Name: Confidential-Financial Statements Also, please include banking reference information along with an authorization statement permitting BGSU to solicit information from that reference(s).
5. Operational management experience or a statement concerning the experience of third-party property management company – The developers must state their ability and experience in providing physical property management (maintenance and custodial services) and continuous coordination with the BGSU Office of Residence Life, and demonstrate previous experience at a similar scale in such management tasks. Demonstrated skill at maintaining good tenant relations is critical. Descriptions of current projects where these management skills are being demonstrated must be included.
6. Company information – Developers must provide company name; legal status; company or corporation federal Tax ID number; company address; and senior management organization chart. Developers are required to identify any current legal claims against the developer, or any paid claims within the past five years, including the source of such claims, their amount, and the status of any claims not yet resolved.

REQUEST FOR QUALIFICATIONS:
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7. Sustainability – The developer must demonstrate their experience in integrating green building technologies and sustainable practices in residence halls. These may include natural lighting, energy efficient lighting, building materials, water efficiency, recycling and other measures.

Proposal Submissions – Step 2 of Selection Process

Short-listed developers will be required to submit detailed proposals to BGSU. A **preliminary** list of subjects to be addressed in the final proposals is provided below.

1. Site specific development plan with building massing, circulation, connections, conceptual design, program/unit mix, and typical floor plans. A site plan and elevation renderings must be included, showing the general character of the proposed exterior building materials.
2. Project capital cost estimate, including all development fees and closing fees.
3. Project financing structure proposal with estimated costs of capital for debt and equity components.
4. Operating pro forma for the life of the proposed debt, including proposed housing rates/structures, lease payments, and relevant operating expenses.
5. Detailed project schedule.
6. Proposed plan for including EDGE firm participation in the project.

Possible Forms of Transaction

BGSU is currently evaluating the execution of the housing projects either directly with the developer(s) or through a 501(c)(3) entity.

Continued Developer Role in Phase 2 of BGSU Student Housing Development

The process proposed in this RFQ will enable BGSU to use the selected developer(s) in both phases of its Student Housing projects. However, BGSU reserves the right to select a different developer for implementation of Phase 2 projects.