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To Whom It May Concern,

May 11, 2016

On January 21, 2016 a Request for Qualifications (RFQ 2016-01) for a CNI Developer was advertised. Prospective respondents had until February 26, 2016 to submit proposals. On February 26, 2016, the City Clerk's Office conducted a Proposal Opening, and three companies, Nevada Hand, KBK Enterprises, and MBS were the only respondents.

An RFQ Evaluation Committee (Phase 1) was convened on February 29 and March 1, 2016 to evaluate the three proposal packages, with the intent to rank order each proposal, and determine a final two to proceed to the next Evaluation Phase (Phase 2). The following is an overall summary of the Evaluation Committee's Phase 1 review:

Ranking	Respondent Name	Score	Comments
#1	MBS	442	Qualified
#2	Nevada Hand	424	Qualified
#3	KBK	419	Qualified

Phase 2 Evaluations were conducted on March 23, 2016 with MBS and on March 29, 2016 with Nevada Hand. These evaluations were based on face-to-face meetings and presentations with Committee Members and vendors. The vendors we all asked to discuss their proposals, and answer the following 3 questions:

1. Provide the full cost of providing the services to support development of the Transformation Plan as described in the RFQ – as outlined in the RFQ scope of service, including third parties necessary to research baseline information, engage the community, conduct master planning, and develop strategies.
2. What type of cost sharing are you required to enter into during the Transformation Plan period?
3. What flexibility do you have to lower its fees and provide more opportunity for CNLV and SNRHA to participate in fees, cash flow, etc?

On May 11, 2016, after deliberation between the City and SNRHA, the Evaluation Committee President released its final determination:

Ranking	Respondent Name	Comments
#1	Nevada Hand	Recommended
#2	MBS	Qualified
#3	KBK	Qualified

The City has selected Nevada hand for Recommendation of Award for this Proposal. Please contact me if you have any questions or concerns.

Thank you



Paul Sikora

Contracts Coordinator

City of North Las Vegas/Southern Nevada Regional Housing Authority

**RFQ 2016-01 Choice Neighborhoods Initiative Developer
SCORING SHEET FOR EVALUATION PANEL
Written Qualifications Review**

Date	Name of Evaluator	Affiliation/Role of Evaluator	Telephone
Respondent (Name of Team/Lead firm/Key Participants)			

	Evaluation Criteria	Evaluator Notes	Evaluator Score	Maximum Score
1.	<p>Experience and Capacity of Development Team to Develop and Manage Property</p> <ul style="list-style-type: none"> • Cohesion of the team, as demonstrated by previous experience working together, and coherence of their technical response. • Successful experience in the planning and construction of mixed-income, mixed-finance and mixed-use housing development projects of comparable size and complexity in urban areas. • Experience with LIHTC program and ability to obtain, structure and implement layered financing for such projects, including 4% tax credits and other sources of financing. • The degree to which the Developer Partner demonstrates successful experience with ownership and property management of mixed-income, mixed-finance mixed-use rental developments of similar size, either directly or through supervision of property management • Degree to which members of the team (other than the Developer Partner) demonstrate successful experience in their respective disciplines as required for the planning, development and operation of mixed-income, mixed-finance and mixed-use developments of comparable size and complexity in urban areas. • The extent to which the Developer Partner demonstrates a successful track record with HUD programs or similar mixed finance programs for the development of low-income housing, including public housing, and the experience of the Developer in successful joint venture(s) or development programs with HUD or other governmental entities. • The financial capacity (as developer and provider of guarantees) as evidenced by financial statements, the firm's most recent audit and bank references, and the Developer Partner's discussion of how it intends to honor all guarantees should the need arise. 		_____	45 points

Name of Evaluator _____

	Evaluation Criteria	Evaluator Notes	Evaluator Score	Maximum Score
2.	<p>Technical Response and Concept Plan</p> <ul style="list-style-type: none"> • The degree to which Developer’s conceptual plan is creative, green and innovative and meets the needs of the housing market (mixed income) and total neighborhood revitalization. • The degree to which Developer understands the critical issues of the project and can demonstrate a feasible financing and development pan including reasonable developer contributions and fees. • The degree to which the Developer Partner’s proposed ownership and fee structure provides the most benefit to SNRHA, CNLV, its return on investment, and the long-term viability of the development. 		_____	35 points
3.	<p>MBE/WBE/Section 3 Employment and Contracting Plan</p> <ul style="list-style-type: none"> • Extent to which M/WBE/Section 3 businesses are included on the Development Team. • Level and quality of previous experience utilizing M/WBE/Section 3 businesses. • Degree to which the development team demonstrates its commitment to ensuring that CNLV and SNRHA’s stated M/WBE/Section 3 goals are met and/or exceeded. 		_____	10 points
4.	<p>Effective Use of Public Resources</p> <ul style="list-style-type: none"> • The degree to which the Developer Partner shows restraint in its fees and creativity in its leverage of other resources, both capital and in-kind, so as to minimize the net use of CNLV, SNHRA and other public funds, and offers CNLV a return on its investment. 		_____	10 points
	TOTAL SCORE		_____	Maximum 100 points

Name	KBK Enterprises	Nevada Hand	MBS
[REDACTED]	76	95	98
[REDACTED]	83	91	92
[REDACTED]	78	88	90
[REDACTED]	93	76	79
[REDACTED]	89	73	83
TOTAL	419	424	442
Ranking	3	2	1

MBS						TOTAL
Experience and Capacity of Development Team to Develop and Manage Property (45 max)	44	44	38	53	45	214
Technical Response and Concept Plan (35 max)	32	27	28	32	34	153
MBE/WBE/Section 3 Employment and Contracting Plan (10 max)	7	5	7	9	10	38
Effective Use of Public Resources	7	3	10	8	9	37
TOTAL (Max 100)	90	79	83	92	98	442

NEVADA HAND						TOTAL
Experience and Capacity of Development Team to Develop and Manage Property (45 max)	44	38	35	44	44	205
Technical Response and Concept Plan (35 max)	30	30	25	30	34	149
MBE/WBE/Section 3 Employment and Contracting Plan (10 max)	6	0	5	8	9	28
Effective Use of Public Resources (10 max)	8	8	8	9	9	42
TOTAL (Max 100)	88	76	73	91	96	424

KBK						TOTAL
Experience and Capacity of Development Team to Develop and Manage Property (45 max)	36	40	40	38	33	187
Technical Response and Concept Plan (35 max)	24	33	30	29	26	142
MBE/WBE/Section 3 Employment and Contracting Plan (10 max)	10	10	9	9	10	48
Effective Use of Public Resources	8	10	10	7	7	42
TOTAL (Max 100)	78	93	89	83	76	419