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Principles of Being a GOOD Owner

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Principles of Being a GOOD Owner:

1) Best Value is the RIGHT Procurement
2) Have the RIGHT People in the Room
3) Issue the RIGHT contract

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Best Value:

- Open
- Transparent
- Spending Public Money

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Right People in the Room:

- Pay on time
- Owner doesn’t use money as a weapon
- Make decisions we stand by

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Right Contract Type:

- Contract type should match Owner's expectations

Example:

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EVOLVE
STUDENT HOUSING

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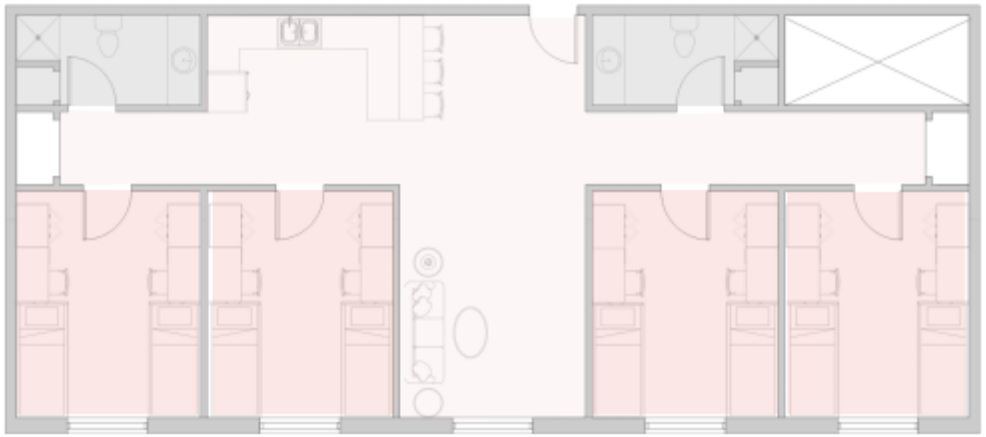
RFQ Phase:

- 3,200 Beds at **Lowest Cost** ($140k per bed max)
- **Quickest Delivery** of Beds

Housing Analysis – Bed Type and Count

The final Housing Site Analysis identified the minimum number of first year beds, apartment beds, and flex suite beds the final Evolve program would require to address the current Housing needs.



First Year Bedrooms:

700 Beds Required

Flex Suite Bedrooms:
(Freshman or Sophomore)

640 Beds Required

Apartments:
(Sophomore & Above)

1,860 Beds Required

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Incentive Plan:

- $15,000,000
- Tell us when beds will be delivered
- Tell us how much per bed

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RFP Phase:

- 4 Teams
- ALL DIFFERENT:
    - #1: Wood Stud
    - #2: Prefab Light Gauge
    - #3: Light Gauge
    - #4: Concrete

Bids:

- Highest average per bed = **$158K per bed; 3,200 total beds; complete 7/31/2032**
- Lowest average per bed= **$128K per bed; 3640 total beds; complete 12/23/2030**

		Project 1 Site Infrastructure	Project 1 Amenities Building	Project 1 UT East	Project 1 Flex Building	Project 2 Apartment 1A	Project 3 Apartments A2	Project 4 Apartments A3+A4	Total Average Cost/Bed
1	Const Type	NA	Wood Framed	Wood Framed over Podium	Wood Framed	Wood Framed	Wood Framed	Wood Framed	
	Turnover Date		NA	7/31/2027	6/30/2027	3/15/2029	10/30/2030	7/31/2032	
	Levels	NA	TBD	5	5	5	4	4	
	Beds	NA	NA	700	640	502	518	840	3200
	Direct Cost/Bed	$ 4,000,000	$ 13,800,000	$ 128,480	$ 128,480	$ 128,904	$ 128,904	$ 129,794	$ 128,912
	Escalated Cost/Bed			$ 128,480	$ 128,480	$ 158,181	$ 176,796	$ 197,103	*$ 157,808*

=$129k per bed **2032 Completion**

***($158k w/OCIP)**

2	Const Type	NA	Prefabricated LGMF	LGMF	Prefabricated LGMF	LGMF	LGMF	LGMF	
	Turnover Date		7/31/2026	7/1/2027	7/31/2026	3/31/2028	11/30/2029	7/30/2031	
	Levels	NA	TBD	6	6	6	6	6	
	Beds	NA	NA	700	640	690	600	570	3200
	Direct Cost/Bed	$ 4,000,000	$ 9,000,000	$ 112,000	$ 139,000	$ 144,000	$ 146,000	$ 143,000	$ 136,800
				$ 112,000	$ 139,000	$ 159,626	$ 175,675	$ 188,919	*$ 155,044*

=$136k per bed **2031 Completion**

3	Const Type	NA	LGMF	LGMF	LGMF	LGMF	LGMF	LGMF	
	Turnover Date		7/31/2026	7/29/2027	7/31/2026	2/7/2028	8/8/2029	2/7/2031	
	Levels		TBD	5	5	5	5	5	
	Beds	NA	NA	705	640	676	616	576	3213
	Direct Cost/Bed	$ 4,000,000	$ 9,000,000	$ 119,461	$ 132,079	$ 145,445	$ 149,199	$ 147,556	$ 138,748
				$ 119,461	$ 132,079	$ 152,821	$ 169,923	$ 181,345	*$ 151,126*

=$138k per bed **2031 Completion**

4	Const Type	NA	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	
	Turnover Date		7/31/2026	3/9/2027	7/31/2026	1/24/2028	7/12/2029	12/23/2030	
	Levels	NA	TBD	9	9	11	11	11	
	Beds	NA	NA	714	646	760	760	760	3640
	Direct Cost/Bed	$ 4,800,000	$ 9,000,000	$ 114,305	$ 125,239	$ 115,467	$ 116,295	$ 118,123	**$ 117,886**
				$ 114,305	$ 125,239	$ 122,802	$ 133,470	$ 146,227	***$ 128,409***

=$118k per bed **2030 Completion**

Bid Abstract (Fees & GC's):

CSU The California State University

San Diego State
5500 Campanile Drive, San Diego, CA 92182
Phone:619-594-1652 ; E-Mail: rascherl@sdsu.edu

Evolve Student Housing
ABSTRACT OF PROPOSALS

Bid Solicitation Number:	RFP 7023
Proposal Due Date:	July 25, 2024

Maximum Possible Points for Technical Score =	520
Maximum Possible Points for Fee Score =	80
Total Maximum Possible Points =	600
Highest Technical Proposal Score =	508
Maximum Budgeted Cost for All Projects =	$ 450,000,000
Average Fee Proposal in $ =	$ 95,486,137
Lowest Fee Proposal in $ =	$ 77,115,328

INSTRUCTIONS FOR COMPLETING THIS FORM:
Read the Notes below carefully, as they contain important information and instructions.
USE THIS FORM TO CALCULATE THE TOTAL SCORE (FEE PLUS TECHNICAL SCORE)
Blue cells are calculated fields. DO NOT input data into blue cells.
Yellow cells are the SCORES, and are calculated fields. DO NOT input data into yellow cells.
ENTER DATA into orange cells. Delete sample data shown below.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z
Proposer Name	**Technical Proposal Score**	**Total Fees in $**	**Total Overhead & Profit Fees in $**	**Ranking by Highest Technical Proposal Score (Before Application of SBE Pref.)**	**Small Business Preference**			**Adjusted Technical Proposal Score (SBE)**	**Ranking (After Application of SBE Pref.)**	**DVBE Incentive**		**Total SBE/DVBE Adjustments**	**Final Adjusted Technical Score**	**Variation from Lowest Fee Proposal in $**	**% Variation**	**Points to Deduct from Technical Proposal Score**	**Fee Score**	**Total Score**	**Final Ranking by Total Score**	**Required Inclusions in Proposals** *(if form/information submitted with proposal, enter mark in boxes below)*					
(enter proposing firm name)	*(enter technical proposal score)*	*(enter Total Fees in $ —from Fee Evaluation Worksheet in fee proposal)*	*(enter Total Overhead & Profit Fees in $—from Overhead & Profit Fee Calculation Worksheet in fee proposal)*	*(If an SBE is ranked highest proposer below, follow instructions in Note 1-b)*	*SBE Type (enter SBE Type "Small" or "Non-small", or leave blank if neither)*	*SBE as % (enter 5% for SBE Type "Small" or "Non-small" only)*	SBE # Pts. (= G * Highest Technical Proposal Score)	*(= B + H)*	*(If an SBE is ranked highest scored proposer below, follow instructions in Note 1-b)*	*Inc. as % (see Note 2)*	*Inc. # Pts. (= K * Highest Technical Proposal Score)*	*= (H + L)*	*= (B + M)*	*(= C - Lowest Fee Proposal in $)*	*(= O / Average Fee Proposal in $)*	*(= P * Maximum Possible Points for Fee Score)*	*(= Maximum Possible Points for Fee Score - Q)*	*= (N + R)*	*(Proposer with highest Total Score is selected DB)*	Fee Proposal	Bid Prop. Sign. Page	Certification	Noncollusion Declaration	Cert. of Approp. License, DIR PW Reg., & CA Co.	Small Bus. Pref. & Cert. (if applicable)
	402	$ 108,765,000		4	NS	5%	25	427	4	3%	15	40	442	$ 31,649,672	33.15%	26.52	53.48	495	4						
	405	$ 112,319,221		3	NS	5%	25	430	3	3%	15	40	445	$ 35,203,893	36.87%	29.49	50.51	496	3						
	446	$ 83,745,000		2	NS	5%	25	471	2	3%	15	40	486	$ 6,629,672	6.94%	5.55	74.45	560	2						
	508	$ 77,115,328		1	NS	5%	25	533	1	3%	15	40	548	$ -	0.00%	0.00	80.00	628	1						

Names Redacted

In signing below, I certify that this is a true calculation of technical proposal scores and fee proposal scores.

Rachel Ascherl, Buyer II, CPM
Print Name, Title

Signature

Bid Abstract (Fees & GC's):

- Direct Construction Cost: $450M

A	B	C	
Proposer Name	Technical Proposal Score	Total Fees in $	T
(enter proposing firm name)	*(enter technical proposal score)*	*(enter Total Fees in $ —from Fee Evaluation Worksheet in fee proposal)*	*(en Pr Ou Ca*
Team 1	402	$ 108,765,000	
Team 2	405	$ 112,319,221	
Team 3	446	$ 83,745,000	
Team 4	508	$ 77,115,328	

Highest Fee: $108.7M

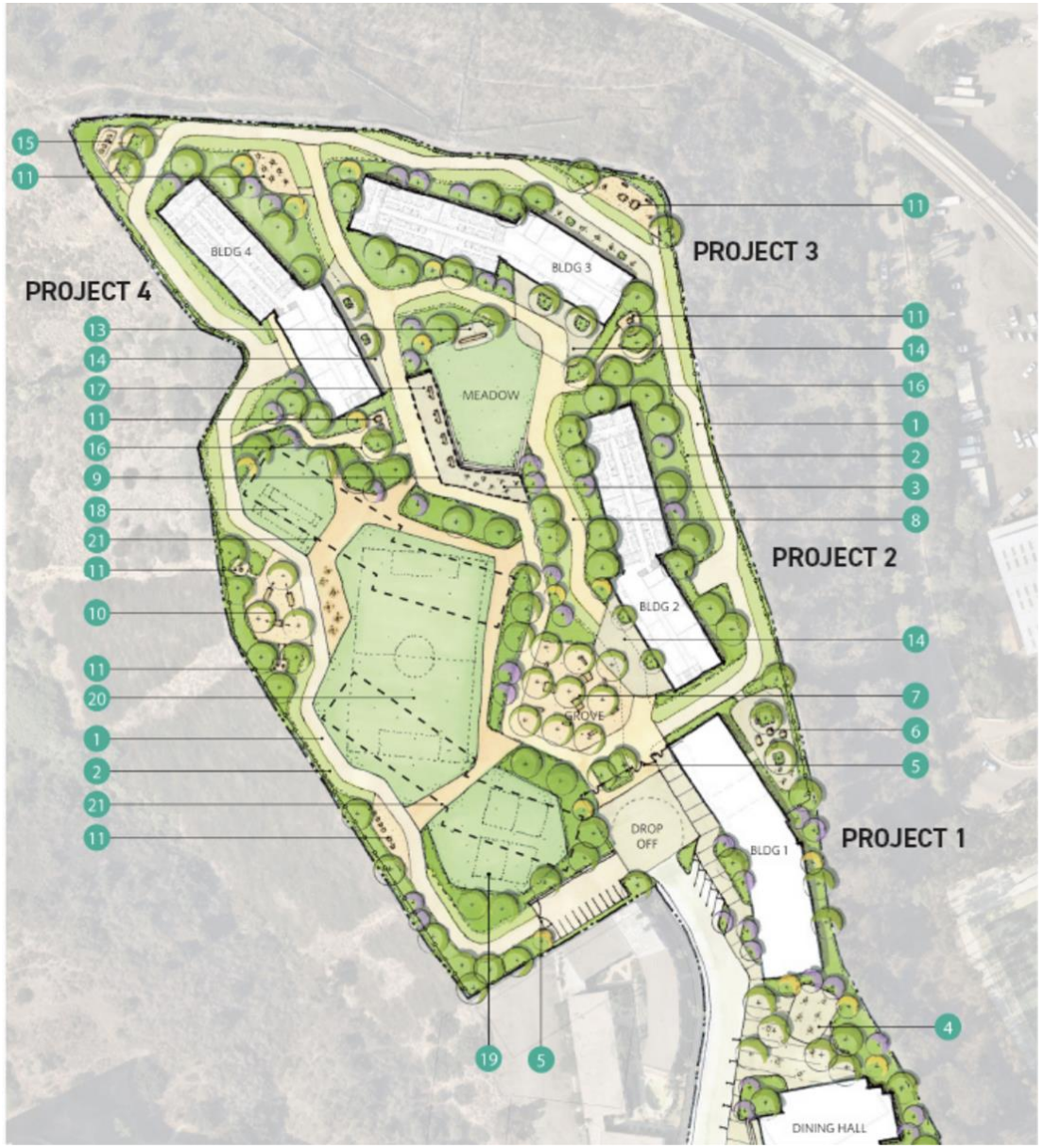
Lowest Fee: $77.1M

Evolve Savings:

Savings	Total
Savings on Cost per Bed	$94,000,000
Savings on Fees/GCs	$31,000,000
Accelerated Flex Building	$41,300,000
Schedule Savings	$20,000,000
Total REAL Savings	**$186,300,000**

- Plus two future building sites
- Plus revenue on 440 Additional Beds

Schematic Site:



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Future Projects:

You'll find out when I do!

-Viejas Arena
-Athletics Re-conferencing
-Mission Valley

Mission Valley Development:

Development Process:

- Request for Information & Qualifications – Developers
- Developers Shortlisted based upon Financial Qualifications and Experience
- Shortlist Receives Request for Proposals (includes other members of the team, i.e. GC, Architect)
- Selected Developer enters into Exclusivity Agreement with SDSU and negotiate long-term ground lease
- SDSU/CSU serves as building official, including permits and construction inspection

***RFIQ Residential & Retail Project #2 Out Now.**
Email mvresidential@sdsu.edu
Deadline to respond is Wed. October 30, 2024

SDSU
Mission Valley

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