



## **Commercial Development Consultant Request for Qualifications for Pacific Station North**

### **About First Community Housing:**

First Community Housing (FCH) is an award-winning, California 501(c)(3) Nonprofit Public Benefit Housing Development Corporation, located in San Jose, California. Since 1986, FCH has created housing for more than 4,000 low-income residents in 22 affordable rental housing developments (over 1,700 units) throughout the San Francisco Bay region. The low-income populations we serve include families, senior citizens, and individuals as well as special needs populations such as the chronically ill, the developmentally disabled, and consumers of mental health services.

### **Project Description:**

FCH, in partnership with the City of Santa Cruz and Santa Cruz Metropolitan Transit District (METRO), will redevelop a 2+ acre site owned by the City and METRO. The mixed-use transit-oriented project, named Pacific Station North (PacNorth), will be part of a larger redevelopment effort in downtown Santa Cruz, and will include a LEED Platinum, Net Zero Energy affordable housing development as well as 10,000 SF of ground floor retail, 9,000 SF of commercial office space, a 700 SF bicycle hub, 2,500 SF METRO station, and 22-bay METRO bus yard.

### **FCH Needs:**

FCH seeks a consultant to assist with identifying sources of New Market Tax Credits (NMTC) and other commercial development financing, eligible uses for NMTCs, and applying for NMTCs and other commercial development financing for PacNorth.

### **Respondent Eligibility Requirements:**

The Respondent must demonstrate extensive experience providing the services described below. Respondent must demonstrate experience in applying for and receiving NMTCs for mixed-use affordable housing developments, preferably in Northern California.

### **Respondent Must Demonstrate Experience In:**

1. Identifying diverse funding sources and potential deal structure for commercial spaces
2. Advising on the organizational and ownership structure of housing/retail/commercial spaces in PacNorth for maximizing NMTC eligibility to be a Qualified Active Low-Income Community Business (QALICB)
3. Advising on accessing and applying for NMTCs from Community Development Entities (CDE)
4. Assisting with identifying NMTCs CDEs and cultivating relationship with those CDEs
5. Assisting with applying for NMTCs from CDEs
6. Assisting with responding to additional inquiries from CDEs

The experience above must come from projects worked on within the last ten years; names of previous clients, projects, and project location are required.

Please submit a response to this RFQ summarizing Respondent's experience above and include the following information:

1. Organization's mission or purpose.
2. Respondent's DEI plan or policy, if any, including efforts that have been or will be made to engage and hire women, disabled veterans, LGBTQ and people of color to ensure representation at all levels of your organization, as well as supporting their advancement.

Please also include any other material you find necessary to meet the requirements of this RFQ. Include a point of contact name, email and phone number in your response.

**RFQ Submittal Due: June 3, 2022**

Please contact Jesse Loper at [jessel@firsthousing.org](mailto:jessel@firsthousing.org) to request a link to a DropBox to upload your materials.