

**SAN DIEGO ASSOCIATION OF GOVERNMENTS
HOUSING PIPELINE REQUEST FOR INFORMATION**

SOLICITATION TITLE: Housing Pipeline Request for Information

REQUEST FOR INFORMATION SUMMARY

RFI Release Date: January 27, 2022

Service Requested: This Request for Information (RFI) is being issued to learn more about known housing development housing development projects within the next five years in the San Diego region as part of SANDAG's Regional Early Action Planning (REAP) for housing. SANDAG may request meetings with, or pose follow-up questions to, those developers or teams that register their housing projects in response to this RFI, however, this RFI is not intended to serve as a competitive process for funding or technical support at this time. Rather, it is intended to serve as a method for SANDAG to track housing investment activity and opportunities in the region. SANDAG has requested the assistance of LeSar Development Consultants to collect this information.

**Deadline for Questions
Regarding this RFI:** February 4, 2022

REQUEST FOR INFORMATION DUE DATE:

February 18, 2022

SANDAG

SANDAG Vision Statement

Pursuing a brighter future for all.

SANDAG Mission Statement

We are the regional agency that connects people, places, and innovative ideas by implementing solutions with our unique and diverse communities.

Our Commitment to Equity

We hold ourselves accountable to the communities we serve. We acknowledge we have much to learn and much to change; and we firmly uphold equity and inclusion for every person in the San Diego region. This includes historically underserved, systemically marginalized groups impacted by actions and inactions at all levels of our government and society.

We have an obligation to eliminate disparities and ensure that safe, healthy, accessible, and inclusive opportunities are available to everyone. In 2021, SANDAG will develop an equity action plan that will inform how we plan, prioritize, fund, and build projects and programs; frame how we work with our communities; define how we recruit and develop our employees; guide our efforts to conduct unbiased research and interpret data; and set expectations for companies and stakeholders that work with us.

We are committed to creating a San Diego region where every person who visits, works, and lives can thrive.

A. Introduction and Overview

As part of its 2021 Regional Plan, SANDAG aims to build regional consensus on equitable housing solutions for the San Diego region that align with the goals of the [2021 Regional Plan](#). This plan charts a course for the region's next three decades of growth, including an expansion of residential development across the region with a projected need for 171,685 new housing units by 2029.¹

Equitable housing solutions will focus on ensuring that the region provides housing choices for all, which includes increasing the range and amount of housing available in the region. The vision going forward is to build compact, walkable, bikeable communities near transit, reversing a pattern of sprawling low-density development that increases traffic congestion and threatens the environment. Nearly three out of every five new homes must be affordable to low- and moderate-income households, creating much-needed housing for vital members of the local workforce and a sense of stability for those with more limited means.

SANDAG has taken several steps to advance this vision and provide regional leadership. This includes forming a **Regional Equitable Housing Subcommittee (REHS)** to guide the development of an equitable housing planning framework, potential housing finance models, and supportive revenue structures. The Subcommittee's recommendations are intended to assist the Board in developing policies and actions that assist local governments in addressing the housing crisis and assist localities in meeting their Regional Housing Needs Allocations. SANDAG is also working to align the [Smart Growth Incentive](#) and the [Housing Acceleration Programs](#) more closely to support the Regional Plan and is working to engage and support interested stakeholders on housing issues through its [Housing Policy Leadership Academy and Housing Policy Forum](#).

B. Goals and Objectives

In addition to forming the subcommittee and other housing related initiatives, SANDAG is issuing this **Housing Pipeline Request For Information (RFI)** to develop a regional pipeline of housing projects currently underway and being planned in the region over the next five years and has requested the assistance of LeSar Development Consultants to collect this information. The goal and purpose of the regional housing pipeline is to:

- Build a more complete picture of housing development activity within the region over the next five years.
- Guide the Subcommittee's efforts to advance equitable housing solutions and financing models in the region.
- Track housing investment activity and opportunities in the region.
- Build the funding competitiveness of the San Diego region for housing and other projects that will provide housing for all, reduce greenhouse gas emissions, and reach the Regional Housing Needs Assessment (RHNA) targets.

Data from the housing pipeline will help the region advance shared housing goals, increase efficiencies, identify synergies among housing and other infrastructure projects, and identify any

¹ [6th Cycle Regional Housing Needs Assessment Plan \(sandag.org\)](#)

potential gaps in housing and other community investments in the region. In particular, SANDAG seeks to:

- Identify housing projects currently underway and being planned over the next five years that will increase housing equity in the region, including an increase in the range of housing affordability and availability.
- Track housing density in mobility hubs/smart growth opportunity areas and provide affordable units with access to high quality transit.
- Engage developers to understand pain points and develop solutions, including potential housing finance models and supportive revenue structures, that can be adopted on a regional level to meet goals.
- Assess, size, and address funding and technical assistance needs for housing projects to facilitate the development process.

SANDAG will utilize the Housing Pipeline to reach out to qualified development teams at such time as funding, partnership, and/or technical assistance opportunities are available or released. At this time, SANDAG has a draft allocation of \$43M in *REAP 2.0* funds, a portion of which can be used for capital and planning purposes, and *TransNet Smart Growth Incentive Program* funds, which can be used to support the implementation of the Regional Plan. It is the intent of SANDAG to issue any future Notice of Funding Availabilities (NOFAs) to those developers identified through this RFI process.

C. Eligible Projects

This RFI is intended to attract and solicit information from housing development teams that have a current pipeline of housing projects and anticipate developing projects in the San Diego region over the next five years. Projects representing all models of housing are requested, including rental and homeownership projects that are affordable to low- and moderate-income households.

Projects submitted for this RFI should meet the Housing Pipeline RFI goals and objectives; respondents should also describe how project attributes promote equity in housing production, promote sustainability, and/or encourage development around transit.

D. RFI Timeline, Question and Response Submittal Instructions

RFI respondents will be required to complete the [Housing Pipeline Request for Information Form](#) to register their housing project(s) with SANDAG. Questions in the RFI are outlined in Attachment A for reference only.

1. The response shall address the Eligibility Requirements (Section C of this RFI) by completing the 'Project Attributes' section of the form and indicating in the 'Summary and Status of Co-benefits' sub-section (Question 16) which program goal and objective(s) the proposed project will align with.
2. The response shall indicate the range of funding needs, purpose of funding, reason for gap, and any technical assistance needs.
3. **The deadline to submit the completed [Housing Pipeline Request for Information Form](#) is FEBRUARY 18, 2022.**

Please note that submitting a response and registering housing projects does not guarantee any funding or technical support. The selection process for future funding opportunities will largely depend on individual Notice of Funding Availability (NOFA) processes. Completing this response and registering your projects will ensure developers and housing projects are notified of any future funding opportunities.

All questions relating to this RFI must be submitted no later than 10:00 AM Pacific Time on February 4, 2022 by completing the [Housing Pipeline RFI Written Questions Form](#). SANDAG reserves the right to not respond to questions that are not submitted in accordance with these instructions.

SCHEDULE AT A GLANCE

January 27, 2022	Release of Housing Pipeline Request for Information
February 4, 2022, 10:00 AM (Pacific Time)	RFI Written Questions Due
February 11, 2022	SANDAG Question and Responses
February 18, 2022, 11:59 PM (Pacific Time)	Housing Pipeline RFI Responses Due

ATTACHMENT A

RFI respondents will be required to complete the [Housing Pipeline Request for Information Form](#) to register their housing project(s) with SANDAG. The questions in the RFI are outlined here for reference only.

- A. Project Key Contact Person
 - 1. First and Last Name
 - 2. Title
 - 3. Organization
 - 4. Email address
 - 5. Phone number
 - 6. Do you wish to be added to the SANDAG mailing list for general housing announcements?
- B. Project Info
 - 7. Project Name
 - 8. Location: Address
 - i. City, ZIP, County; General location also sufficient, if necessary
 - 9. Lead Developer (indicate if for-profit or non-profit)
 - 10. Other partners (if applicable; please specify role)
- C. Project Attributes
 - 11. Housing Project Type (select all that apply)
 - i. E.g. new construction, mixed-use, multifamily rental, rehab, rehab & new construction, modular/prefab, ADUs, refinancing of expired subsidized housing, etc.
 - 12. Total commercial space in square feet (if applicable)
 - 13. Total number of units
 - 14. Number of Affordable Units
 - 15. Affordability levels
 - ii. Please include the number of units at the AMI levels, for example: 4 units at 50 - 80% AMI; 5 units at < 50% AMI; 150 units at 120% AMI
 - 16. Target population (select all that apply)
 - i. Seniors, Transition Age Youth, Veterans, Formerly Homeless, Workforce, Families, Special Needs, HIV/AIDS, General affordable, Domestic Violence Survivors, Other;
 - 17. Summary & Status of Co-benefits
 - iii. Briefly describe how project attributes promote equity in housing production, promote sustainability, and/or drive development around transit, i.e. transit or mobility improvements, green infrastructure/green space, etc.
 - 18. Services provided/planned (select all that apply)
 - iv. Employment Search/Workforce Development, Financial Literacy Training, Community Rooms, Mental Health Services, Health Clinics, Health Education, Other
- D. Project Status and Financing
 - 19. Status: Conceptual, predevelopment, in-construction, Ready for Occupancy
 - 20. Site Control secured? (Y/N/Not Applicable)
 - 21. Indicate generally how much financing has been secured for this project.

- i. 100%, 75%, 50%, 25%, No financing secured, Other
- 22. List the Name of any Public Funding Source(s) Obtained (if applicable. Eg, tax credits, municipal bonds, CDBG etc)
- 23. In-construction date (Dates in the future will be considered estimates and projects will not be held to these dates.)
- 24. Ready for Occupancy date (Dates in the future will be considered estimates and projects will not be held to these dates.)
- E. Gap Funding Needs
 - 25. Gap Funding Amount (indicate amount and purpose, as applicable)
 - 26. Are there any specific public funding sources you are interested in for this project?
 - 27. In general, are there any specific challenges or pain points you have experienced in assessing financial feasibility, finding funding sources, or obtaining funding for this or similar projects?
- F. Assistance/Partnership Opportunities and General Feedback
 - 28. Are you interested in obtaining technical assistance? If so, please describe the technical support you need to advance this project.
 - 29. Are you interested in any partnership opportunities for this project? If so, please select type below.
 - ii. With a public agency
 - iii. With a community-based organization
 - iv. With another developer
 - 30. If you selected a partnership opportunity, please provide us more information on what kind of public agency/CBO/developer you are interested in partnering with.
 - i. This can include the actual organization or general attributes of the organization you are seeking.
 - 31. Are there any additional comments or feedback you would like to provide?
- G. Additional Contact Information – SANDAG General Housing Announcements

Is there someone else in your organization we should add to SANDAG's mailing list for general housing announcements? If so, please add their information here.

 - 32. Additional Contact First and Last Name
 - 33. Title
 - 34. Email Address