

OFFER FORM OF-2

RFP-23-HHL-008

LA'I 'ŌPUA VILLAGE 4 SUBDIVISION, PHASE 2, KAILUA-KONA, HAWAI'I

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Basic Instructions for Packaging of Proposals

1. Please package your proposal in 3-ring binder.
2. Major sections of the proposal shall be identified by "Tabs".
3. Section I of the Proposal shall be "Offer Form OF-1" and "Offer Form OF-1A".
4. Section II of the Proposal shall be this "Offer Form OF-2".
5. Section III of the Proposal shall be exhibits. All drawings and exhibits to the proposal shall be neatly folded and clipped into the 3-ring binder.
6. Fill in all blank spaces with information requested; failure to provide all requested information may cause the proposal to be invalidated.
7. Please submit an original and three (3) copies of your proposal, for a total of four (4) sets plus a set of electronic files of all documents on a flash drive.
8. An Offeror shall request in writing nondisclosure of information such as designated trade secrets or other proprietary data Offeror considers to be confidential. Such requests for nondisclosure shall accompany the proposal, be clearly marked, and shall be readily separable from the proposal in order to facilitate eventual public inspection of the non-confidential portion of the proposal.

A. PRICING SCHEDULE

Offeror’s proposal must include detailed cost estimates for five (5) house models. Every house model should fit on every lot. DHHL and the selected developer will negotiate the actual mix of houses to be constructed prior to lot selection by the lessees.

Offeror shall provide the cost estimate of each model "turnkey"/completed, vertical as well as lot improvements (including, but not limited to landscaping, driveway, utility connections, and rear and side fences. Cost estimates will include breakdown of profit and overhead per each model. Cost and price estimates shall be based on current wage and material costs (“baseline”). Actual prices shall be the baseline adjusted for increases at the time of submittal of house plans for permit approval.

In accordance with HRS §196-6.5, a solar water heater system is required for each house.

ADA and DCAB regulations do not permit assessment of a surcharge to install options for accessibility. If the basic house design is not ADA-compliant, a contingency amount should be included in all house costs should buyer(s) require installation of accessible features.

The Contractor shall be responsible for compliance with Chapter 104, HRS, for the payment of minimum prevailing wages to mechanics and laborers employed on the Project for the corresponding work classifications as determined by the Department of Labor and Industrial Relations.

It is intended that gross income derived from the construction of all housing units will be certified for exemption from Hawaii General Excise Taxes pursuant to Section 201G-116 H.R.S. The proposed house prices shall not include any provision for GET.

Units by type and proposed price:

Model	Bedrooms	Bath-rooms	No. of Stories	Area (square feet)			Total	Proposed Price
				Net Living	Carport	Patio/Lanai		
A	2							\$
B	3							\$
C	3							\$
D	4							\$
E	5							\$

Minimum number of turnkey houses required: _____

Optional Standard Features. These items will not be factored in the scoring of proposals, but may be included by DHHL in the final house package offered to the beneficiaries, or offered to prospective buyers as optional up-grades:

Feature	Model	A	B	C	D	E
Enclosed Garage, including electronic roll-up door		\$	\$	\$	\$	\$
Rain Gutters		\$	\$	\$	\$	\$
Irrigation Catchment System		\$	\$	\$	\$	\$
Fire-protection Sprinkler System		\$	\$	\$	\$	\$
Ceiling Fans		\$	\$	\$	\$	\$
Central air conditioning		\$	\$	\$	\$	\$
2 kW Photovoltaic system		\$	\$	\$	\$	\$

[other –add pages if necessary]

Options (Home-buyer consideration): These items will not be factored in the scoring of proposals, but would be offered to prospective buyers at the indicated prices:

Options	Model	A	B	C	D	E
Refrigerator		\$	\$	\$	\$	\$
Upgrade carport to enclosed garage with remote garage door opener.		\$	\$	\$	\$	\$
Flooring Upgrade		\$	\$	\$	\$	\$
Washer/ Dryer		\$	\$	\$	\$	\$
Cabinetry Upgrade		\$	\$	\$	\$	\$
Landscape Irrigation		\$	\$	\$	\$	\$

[other –add pages if necessary]

Cost Breakdown for Basic Models Without Options

Model	Materials	Labor	Overhead	Profit	Proposed Price
A	\$	\$	\$	\$	\$
B	\$	\$	\$	\$	\$
C	\$	\$	\$	\$	\$
D	\$	\$	\$	\$	\$
E	\$	\$	\$	\$	\$

B. HOUSE PLANS AND OUTLINE SPECIFICATIONS

Provide schematic plans and outline specifications for the proposed residential units. Schematic plans shall include floor plans and elevations at a scale of 1/4" = 1'0". Outline specifications shall include preliminary information on the following items:

1. Foundation (including termite treatment)
2. Framing (including termite treatment)
3. Roofing
4. Partitions
5. Interior Wall Finishes
6. Exterior Wall Material & Finishes
7. Ceiling Finishes
8. Carpeting & Floors
9. Doors & Windows
10. Cabinetry
11. Fixtures & Appliances (range, minimum)
12. Garage/Carport
13. Special Features (if any)

House plans shall be attached to Section III of the Proposal as "Exhibit 2". Mark each sheet "2A", "2B", etc.

C. PROJECT BUDGET

Revenues	Units	Sales Price	Total
Model A	_____	_____	_____
Model B	_____	_____	_____
Model C	_____	_____	_____
Model D	_____	_____	_____
Model E	_____	_____	_____
 Total Sales Revenues			\$ _____
 Closing Costs			
Commissions		_____	
Buyer Incentives		_____	
Other		_____	
Total Closing Costs			\$ _____
 NET SALES REVENUES			\$ _____
 Development Costs			
Construction		_____	
Indirect Construction		_____	
Architecture / Engineering		_____	
Insurance, Bonding, Financing, Legal		_____	
Marketing		_____	
Interest		_____	
Production, Customer Service		_____	
General and Administrative		_____	
Contingency		_____	
Total Development Costs			\$ _____
 DEVELOPER PROFIT			\$ _____

D. EXEMPTIONS

Provide a description and rationale for any proposed variances or exemptions from County Zoning, Subdivision, or Building Codes that are proposed as design concepts. All proposed variances and exemptions will be subject to approval by DHHL prior to submission to the respective county. No variance or exemption shall negatively impact the health and safety of the homebuyers and the general public.

Offers should note any major impacts, financial or otherwise, if a proposed variance or exemption is not approved.

E. FINANCING PLAN

Provide a brief description of your proposed financing plan, including the following:

1. Financing for the interim house construction loan.
2. Permanent financing that the Developer will provide to homebuyers, if any.
3. Grants or other financial assistance to be offered to applicants to purchase their houses.

A letter of interest shall be provided by lending institutions acknowledging review of the Project as proposed by the Offeror and expressing interest in providing the proposed financing.

Please see section 2.3 5) of the RFP regarding availability of the DHHL Interim Loan fund. If proposing to utilize the DHHL Interim Loan Fund, the deduction should be included in the house prices submitted in Section A. PRICING SCHEDULE.

F. MARKETING PLAN

Provide a description of your proposed marketing plan, including analysis of the DHHL residential waiting list, rationale for the proposed unit mix and pricing schedule, concepts on model units, sales office, sales personnel, sales materials, advertising and coordination with DHHL for unit selection from DHHL's waiting list. Describe the proposed homeownership program required for first time home buyers.

G. WARRANTY PROGRAM

Provide a brief description of the proposed warranty program for the residential units, including:

1. Ground Soil Treatment
2. Defective Materials and Workmanship
3. Treatment of Structural Lumber
4. Appliances
5. Roofing Material
6. Common Area Landscaping and Maintenance
7. Infrastructure
8. Others

H. PRELIMINARY SCHEDULE

The proposed detailed schedule for the implementation of the project shall be provided below. Indicate target dates in months, with "Day 1" assumed as the effective date of the executed Development Agreement. This schedule assumes all permits such as grading, building, etc. and issuances of certificates of occupancy (if required) are included if not stated below. The proposed schedule as submitted by the Offeror may be reflected as a performance requirement of the Development Agreement if the Offeror is selected.

<u>Major Milestone</u>	<u>Duration</u>	<u>Start</u>	<u>Complete</u>
Execute Development Agreement		Day 1	
Applicant Notification & Lot Selection	_____	_____	_____
County Building Permits & Approvals	_____	_____	_____
Model Home Construction	_____	_____	_____
Production House Construction	_____	_____	_____
House Occupancy	_____	_____	_____
The planned rate of housing production is:	_____	Per month	
The projected rate of house sales is:	_____	Per month	

Describe any sub-phasing of construction if applicable.

I. CONDITIONS

Provide a brief description of any special conditions that are contained in your proposal, whether relating to pricing, plans, designs, specifications, costs, warranties, schedule or other factors.

J. GREEN BUILDING

DHHL has identified a minimum two star rating using the Hawaii BuiltGreen Self Certification Checklist as the desired baseline standard for all Contractor-built homes. Offerors shall submit a completed Hawaii BuiltGreen Checklist that shows prospective measures to be included in all Contractor-built homes to achieve or exceed this goal.

Solar water heaters are a required measure to be included in all proposals. The value of any State and/or Federal tax credits made eligible by the use of solar water heaters should be passed on to the home buyer.

Offerors shall also submit a brief (not to exceed one page) narrative justification for the green building approach and a separate, brief narrative on how the design will promote building orientation-related benefits. Please read Exhibit G “Hawaii BuiltGreen” of the RFP for more information on a list of preferred strategies; resources that support residential green building in Hawaii, and how to use the Hawaii BuiltGreen Checklist.

K. CERTIFICATION AND ACKNOWLEDGEMENTS

The undersigned represents and warrants that the information provided is true and complete and that DHHL may consider the information as continuing to be true and correct until a written notice of a change is given to DHHL by the undersigned. The undersigned understands that knowingly making any false statement to DHHL in connection with this application shall constitute perjury and be punishable as such. The undersigned agrees to provide any other information that DHHL deems necessary to determine the qualifications of the applicant.

The undersigned agrees and certifies that the Department shall not be held liable for any information provided by the Department to the developer, whether contained herein or provided separately.

It is further understood and agreed that:

1. The Department reserves the right to reject any or all proposals and waive any defects when, in the Department's opinion, such rejection or waiver will be for the best interest of the State;
2. The selection of proposals shall be conditioned upon funds being made available for this project and further upon the right of the Department to hold all proposals received for a period of ninety (90) days from the date of the opening thereof, unless otherwise required by law, during which time no proposal may be withdrawn;
3. By submitting this proposal, the undersigned is declaring that the undersigned's firm has not been assisted or represented on this matter by an individual who has, in a State capacity, been involved in the subject matter of this contract in the past two (2) years.
4. DHHL is relying on the information provided herein to qualify the undersigned as an eligible Developer under the Hawaiian Homes Commission Act, 1920, as amended.

Receipt of the following addenda issued by the Department is acknowledged by the date(s) of receipt indicated below:

Addendum No. 1 _____	Addendum No. 4 _____
Addendum No. 2 _____	Addendum No. 5 _____
Addendum No. 3 _____	Addendum No. 6 _____

Respectfully submitted,

(CORPORATE SEAL)

By _____

Title _____

Date _____