

OFFER FORM OF-2

RFP-23-HHL-017
LAND ACQUISITION AND DEVELOPMENT, STATEWIDE

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_____ (offeror) hereby proposes to the Department of Hawaiian Home Lands to (check one box):

- Option 1: Sell the property described in Part I. As explained in the Request for Proposals (RFP), if you select this option, your proposal will not be evaluated under section 4 of the RFP. Such Proposals will be considered on a case-by-case basis at the sole discretion of the Department. Acquisitions of real property are not subject to the requirements of Hawaii Revised Statutes (HRS) Chapter 103D.
- Option 2: Sell the property described in Part I, and develop residential units as described in Part II.

PART I, DESCRIPTION OF PROPERTY

Project Name	
Proposed Sale Price	
Location (Island, Section)	
Area (acres / square feet)	
Tax map key	
Land Court Parcel (if applicable)	
Street Address (if applicable)	
Landowner	
Current Use(s)	
Previous Use(s)	
Surrounding Uses	
Easements, reservations, or other encumbrances	
State Land Use Classification	
County Development Plan Classification	
County Zoning Designation	
Special Management Area / District Designation	
Topography	
Soil Types	
Flood Zone	
Wetlands	
Endangered Flora and/or Fauna	
Archaeological and/or Burial Sites	
Toxic or Hazardous Materials	
Other Known Environmental Concerns	

Describe Existing Infrastructure (Current capacity and additional facilities required to service the proposed development.)

Water (source, storage, transmission facilities)	
Wastewater (pumping, transmission, treatment facilities)	
Drainage (holding and transmission facilities)	
Transportation (proximity to population centers, roadway system, mass transit)	
Other Utilities (electrical, cable television; underground vs. overhead)	

Existing Support Facilities (Identify and estimate distance from parcel)

Fire Station	
Police Station	
Schools	
Elementary	
Middle	
High	
Charter / Private	
Post office	
Medical	
Government facilities	
Recreation and shopping	

Submit supporting documents as applicable

✓ if submitted

Proof of Ownership (Copy of deed, etc.)	
Appraisal	
Encumbrances (Mortgage, liens, easements, etc.)	
ALTA Survey	
Title Search	
Site Plan (of existing improvements)	
Environmental Studies/Assessments	

PART II, DEVELOPMENT PROPOSAL (Option 2 only)

A. DEVELOPMENT SUMMARY

	Total				
Lot count					
Gross acres					
Gross density (lots/acre)					
Infrastructure Development					
Off-site construction					
On-site construction					
Total construction cost					
Cost/lot					
	Total	Turn-key	Self-help	Vacant Lot	Other
House Development					
Average cost/unit *				n/a	
Average sales price/unit				n/a	
Average profit/unit				n/a	
Average sq ft/unit				n/a	
Average price/sq ft				n/a	
Average cost/sq ft				n/a	
Monthly absorption				n/a	

* Direct / indirect construction cost (exclude land acquisition and profit).

B. SITE PLAN

Provide schematic subdivision plan for the parcel showing the planned roadways and location of each lot, including site access point(s), utility connections and approximate lot sizes. Indicate off-site utilities to be constructed, if applicable.

Please provide a brief narrative of the principal features of the site plan.

C. 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)

D. PRICING SCHEDULE

Offeror's proposal must include 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 eligible 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 housing units will **not** be certified for exemption from Hawaii General Excise Taxes pursuant to HRS §201H-36. The proposed house prices shall include 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: _____

Cost Breakdown for Basic Models Without Options

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

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]

E. PROJECT FEASIBILITY ANALYSIS

Revenue and Cost Categories

All prospective developers must use the following categories to prepare the feasibility analysis for their proposal. Revenues and costs must be stated in current dollars as of the date of submittal. Please note that numbers in parentheses refer to the line items on the Project Pro Forma Summary Sheet.

Land Acquisition (1) – Proposed price to DHHL, plus closing costs.

Site Development (2) – Costs related to the planning, design, and construction of on- and off-site infrastructure. These costs will be funded by DHHL and/or other agency grants or subsidies – they shall not be re-captured through house sales.

House (3) – Costs related to the design, construction and sale of housing units. These costs will be funded by the interim construction loan, which will be repaid with revenues generated by house sales.

Indirect Construction (4) – Costs arising from engineering and architectural consulting contracts, as itemized. A breakdown of other costs shall be listed on a separate sheet.

Direct Construction (5) – Costs from construction contracts and subcontracts, permit fees, bonding and insurance costs, and construction related utility costs.

Indirect Development:

Project Management (6) – Developer’s management fee. The selected developer will be required to itemize the Project Management budget items prior to execution of the Development Agreement.

Fees and Assessments (7) – Utility connection fees, and other similar fees. A breakdown of these costs shall be included on a separate sheet. (Note: Construction permits and other fees paid directly by the contractor shall be included in the construction cost above.)

Financing (8) – This cost item must include the costs for interim and permanent financing. The permanent financing (financing for the home buyers) shall include commitment fees and discount points. Details, including fees and any special loan packages shall be described in the Financing Plan.

Marketing and Sales (9) – Costs associated with merchandising, sales, master appraisal, DHHL award process requirements and any model units (excluding structure and lot). Examples are orientation and lot selection meetings, model complex landscaping, decoration furnishings, maintenance, utilities and restoration, sales office expenses, brochures, postage, and advertising, etc.

Closing Costs and Commissions (10) – Costs associated with the closing of the sale of the units, including escrow fees, sales commissions, and miscellaneous closing fees.

Legal (11) – Projected legal costs for start up and development of the project to include legal costs for the Development Agreement, Loan Agreement, Community Association, and general legal requirements.

Other (12) – Costs not covered above. A cost breakdown shall be included on a separate sheet.

Contingency (13) – Estimated contingency to cover unanticipated costs.

Feasibility Analysis

COSTS

Land Acquisition (1)

Site Development (2)

Indirect Construction (4)

Civil Engineer _____
 Traffic Engineer _____
 Archaeological _____
 Survey (Construction) _____
 Soils Engineer _____
 Others _____

Sub-total _____

Direct Construction (5)

On -site Infrastructure _____
 Off -site Infrastructure _____

Sub-total _____

Indirect Development

Project Management (6) _____
 Fees and Assessments (7) _____
 Other (12) _____

Sub-total _____

Contingency (13)

Total Site Development Costs

House Development (3)

Indirect Construction (4)

Architect _____
 Structural Engineer _____
 Other (12) _____

Sub-total _____

Direct Construction (5)

Houses _____

Indirect Development

Interim Loan Fees (8) _____
 Interim Loan Interest (8) _____
 Permanent Loan Fees (8) _____
 Marketing and Sales (9) _____
 Closing Costs and Commissions (10) _____
 Project Management (6) _____
 Legal (11) _____
 Fees and Assessments (7) _____
 Other (12) _____

Sub-total _____

Contingency (13)

Total Building Development Costs (TBDC)

TOTAL DEVELOPMENT COSTS

\$ _____

REVENUES

DHHL Funds _____
 House Sales _____
 Other _____

TOTAL REVENUES (TR)

\$ _____

Developer's Profit (TR minus TBDC)

\$ _____

F. 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.

G. FINANCING PLAN

Provide a brief description of your proposed financing plan, including, but not limited to the following:

1. Grants or other sources of funds to reduce the cost of infrastructure construction to DHHL.
2. Financing for the interim house construction loan.
3. Permanent financing that the Developer will provide to homebuyers, if any.
4. 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 2.4 G. 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 D. PRICING SCHEDULE.

H. 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.

I. WARRANTY PROGRAM

Developer shall provide a 1-year workmanship and material warranty on all infrastructure work.

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

J. 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	
Complete preliminary design	_____	_____	_____
DHHL & County design review complete	_____	_____	_____
Complete Final Design	_____	_____	_____
DHHL & County design review complete	_____	_____	_____
Off-site Infrastructure Construction	_____	_____	_____
On-site Infrastructure Construction	_____	_____	_____
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.

K. 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.

L. GREEN BUILDING

Offerors shall submit a brief narrative justification of the green building approach including sustainable design elements.

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.

L. 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 Selection Committee reserves the right to reject any or all proposals and waive any defects when, in the Committee'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 _____