March 17, 2020

Board of Supervisors
County of Marin
3501 Civic Center Drive
San Rafael, California 94903

SUBJECT: Developer Partner for the Coast Guard Property located at 100 Commandant Webster Drive in Point Reyes Station

Dear Board Members:

RECOMMENDATION:

1. Review proposals, comments from the Selection Committee, and select developer for future reuse of the Coast Guard facilities in Point Reyes Station.
2. Direct staff to negotiate a Development Agreement with selected developer.

SUMMARY: On November 20, 2019, the County issued a Request for Proposals and Statement of Qualifications (RFP) requesting proposals from nonprofit housing developers for the reuse of the former US Coast Guard facilities in Point Reyes Station. The site currently includes 36 townhomes, a barracks with 24 rooms, a dining hall and kitchen, and several ancillary buildings. By the close of the RFP submission deadline on January 21, 2020, two responses were received: one from EAH Housing, and a second from The Community Land Trust Association of West Marin (CLAM) and Eden Housing.

BACKGROUND:
The County of Marin purchased the Coast Guard Property in December 2019 following comprehensive negotiations with the United States Coast Guard for the acquisition. The United States Coast Guard determined their Point Reyes Facility was no longer usable for their needs and deemed it surplus property in 2014. On February 8, 2016, Public Law 114-120 was signed by President Obama which directed the Coast Guard to convey the Property to the County of Marin for affordable housing, or other public benefit purposes, upon conditions of conveyances being met.

DISCUSSION:
The RFP (Attachment 1) specified that the County sought an experienced affordable housing developer or development team to rehabilitate and manage the affordable housing on the property and implement the community’s vision and the County’s goals and objectives for the site. According to the RFP, a Selection Committee (Committee) was convened to evaluate the proposals and recommend a developer or developers to the Board of Supervisors for your consideration. The Committee included seven members from a variety of backgrounds and expertise, including members with familiarity with the local community (Attachment 2). The Committee was asked to recommend one or more entities for Board of Supervisors review and approval.
The County’s primary goal as described in the RFP is the development of a well-designed affordable housing community. Identified objectives for the site are as follows:

- Provide affordable rental housing to households earning at or below 80% of County median income through the rehabilitation of the existing townhouse units and other buildings on the site.
- Consideration of a set-aside to house agricultural workers and their families.
- Integration of environmentally sustainable practices to foster long-term sustainability of the development.
- Protection of the water quality in Lagunitas Creek and the North Marin Water District’s onsite potable water wells.
- Site design that creates a neighborhood and invites the Point Reyes community into the new neighborhood.
- Fulfill the community’s objectives for the site, as discussed under “Community’s Vision” section of the RFP.

Committee members were asked to review the proposals and score them using evaluation criteria (Attachment 3). After scoring the proposals, the Committee attended a site visit at the property and held interviews with each developer team, which included a half-hour presentation and a half-hour of questions and answers.

After review of the proposals, consideration of the presentations, follow-up questions and answers and in-depth conversations, the Committee’s evaluation scores for each proposal were separated by only 2 points out of a scoring scale of over 600 points. CLAM/Eden received the higher score of 607 points and EAH received a slightly lower score of 605 points. Four Committee members recommended the CLAM/Eden proposal, while three recommended the EAH proposal. Because the Committee did not reach a clear consensus, CDA recommends your Board’s consideration of both the EAH and CLAM/Eden proposals (Attachments 4 and 5, respectively).

The Application Scoring Rubric (Attachment 3) is the evaluation criteria established in the RFP and used by the Committee to evaluate the proposals. Staff have provided a summary of the average scores for each proposal and a summary of aspects of the proposals that the Committee members considered as strengths and those areas they considered to be concerns.

Each proposal was strong and credible, however, as detailed in the RFP, the selection of a developer does not necessarily include an acceptance of their project proposal. Rather, the proposals serve as a starting point for developing a specific project that will be designed, negotiated, and evaluated in order to meet the goals of the County and community. The outcome of this process may or may not reflect the entirety of the selected developer’s response to the RFP. Once staff and the developer negotiate a Development Agreement for the property, the Agreement will be presented to the Board of Supervisors for approval.

**FISCAL/STAFFING IMPACT:** The recommended actions do not impact the General Fund net County costs, although each proposal includes different financial assumptions and contributions from the County. Any future County contribution will be negotiated through the Development Agreement and presented to your Board for consideration.
Respectfully Submitted,

Leelee Thomas  
Planning Manager

Brian C. Crawford  
Director

Attachments:
1. Request for Proposals and Statement of Qualifications
2. Selection Committee Members
3. Application Scoring Rubric

To conserve resources the following materials are provided to your Board electronically only:

4. EAH Proposal
5. CLAM/Eden Housing Proposal

The Board letter and all attachments are available online at:
www.marincounty.org/coastguard

A full reference copy is available for public review at the Board of Supervisors office, 3501 Civic Center Drive, Suite 329 (8:00 am to 5:00 pm, Monday through Friday) and at the Community Development Agency, Planning Division, 3501 Civic Center Drive, Suite 308 (8:00 am to 4:00 pm, Monday through Thursday, and Fridays 8:00 am to 12:00 pm).