

# REQUEST FOR QUALIFICATIONS FOR DEVELOPMENT OF WORKFORCE HOUSING

MARIPOSA, CALIFORNIA

ISSUE DATE: APRIL 29, 2025

CLOSING DATE: JUNE 2, 2025

## ■ REQUEST FOR QUALIFICATIONS

The Mariposa Workforce Housing Collaborative Stakeholder Committee (Governance Committee) comprised of representatives from Mariposa County, Yosemite National Park, Yosemite Conservancy, Mariposa County Unified School District, the Alliance for Community Transformations, Sierra Foothill Conservancy, the Southern Sierra Miwuk Nation, and Mariposa County Veterans Services, invite responses, Statement of Qualifications (SOQ) to this Request for Qualifications (RFQ) for Workforce Housing on parcels in Mariposa, CA.

### **SCHEDULE FOR RFQ:**

**ALL QUESTIONS MUST BE SUBMITTED VIA EMAIL TO:**

[mariposaworkforcehousing@mogaveroarchitects.com](mailto:mariposaworkforcehousing@mogaveroarchitects.com)

**POSTING DATE: APRIL 29, 2025**

**SUBMISSION OF QUESTIONS DEADLINE: MAY 12, 2025, 4:00 P.M. PST**

**RESPONSE TO QUESTIONS DEADLINE: MAY 19, 2025, 4:00 P.M. PST**

**STATEMENT OF QUALIFICATIONS DEADLINE: JUNE 2, 2025, 4:00 P.M. PST**

**RESPONSES MUST BE DELIVERED VIA EMAIL TO:**

[mariposaworkforcehousing@mogaveroarchitects.com](mailto:mariposaworkforcehousing@mogaveroarchitects.com)

## ■ INTRODUCTION AND INVITATION

- Mariposa Workforce Housing Collaborative Stakeholder Committee seeks a qualified Workforce Housing developer for the construction of multi-family housing that meets the needs of Mariposa County's workforce. The project targets residents with incomes between 80% to 120% Area Median Income (AMI). The project is intended to serve the broader population of the county.
- Mogavero Architects is the Architect hired by the Governance Committee to design the project and to manage the developer solicitation.
- The Yosemite Conservancy is the owner of the two properties. It is anticipated that there will be a negotiation for a transaction for purchase or lease between the conservancy and the selected developer.
- A Transformative Climate Communities (TCC) Grant has required the creation of a Governance Committee to regularly meet for community and stakeholder consensus. The TCC grant is paying for a Survey, Geotechnical Study, CEQA Study, civil engineering and a significant percentage of the design from schematic design through design development and contract documents for the Missouri Gulch site. The grant totals nearly \$1 million dollars.
- TCC Grant stipulates construction drawings must be completed by August 31<sup>st</sup>, 2026.
- Mogavero Architects is administering the RFQ – decisions will be made by the Governance Committee.
- Mogavero Architects is the Architect of Record.

## ■ OBJECTIVES

- Like many other rural communities in California, Mariposa County is experiencing a housing crisis. Government employees make up approximately 30% of the local workforce with many earning enough money to exclude them from traditional Affordable Housing. However, they often do not earn enough to buy homes or rent for a reasonable percentage of their income. Organizations like the Mariposa County USD, Yosemite National Park and Mariposa County Government have difficulty hiring and retaining staff due to the severe lack of housing.
- As stated, the primary target household income range objective is 80% - 120% AMI with maximum of 30% of household income allocated to rent and utilities. There are some finance tools that may require renting to a percentage of households at less than 80% AMI at 30% of their income. The Governance Committee is open to accommodating that so long as the primary objective is maintained. Further, the Governance Committee is open to households at the lower end of the income range paying rents that modestly exceed 30% of household income. The benchmark "market rate" proforma uses rents at 30% of income at 100% - 110% AMI to assess the cashflow gap.
- The Governance Committee is also interested in a building project that is substantially functional and aesthetic asset to the town.

## ■ SITE

- The two sites are the Missouri Gulch Site and the Highway 49/140 Site in the Town of Mariposa, CA:
- **The Missouri Gulch Site** is comprised of 3 separate parcels that are cumulatively 9.7 acres. Given the topography it is estimated that only about 3 acres are economically feasible to build on. The site's southern boundary is defined by Jones Street, stretching north to Old Highway North – which makes up the northern boundary. To the west is a single-family neighborhood and to the east is the Mariposa Masonic lodge, open space, and a scattering of single-family residences.
  - **Missouri Gulch Address: 5158-5160 Jones Street, Mariposa, CA 95338**
  - **The APNs are as follows: 013-030-006, 013-030-014, and 013-030-004.**
- The Other site is also owned by the Yosemite Conservancy that could be included in the project.
- **The Highway 49/140 Site is located at 5161 Bullion Street, Mariposa, CA 95338.** The property has frontage on Highway 49/140 to the west, Bullion Street to the East, Jones Street to the North, and The Mariposa County Visitor Center to the Northwest.
- **The APN is 013-082-002.**
- The sites are in close proximity to downtown Mariposa with easy access to Highway 49/140. Yosemite National Park is about an hour's drive away.

## ■ ENTITLEMENTS

- There was extensive community support for submittal of the TCC planning grant that included the assumption of housing development. The Governance Committee for the grant includes a broad scope of community stakeholders.
- Currently county planning staff is undertaking a series of additional stakeholder meetings to obtain feedback on the breadth of project program options currently being considered. Both sites still require a general plan amendment to accommodate multifamily housing.
- The project may require a CEQA document as extensive as a Mitigated Negative Declaration (MND). This will need to be verified by the selected developer. There is a funding placeholder in the TCC grant for preparation of a MND.

## ■ SITE PARAMETERS

### Missouri Gulch

- It is assumed that only about 3 acres of the Missouri Gulch site are developable. Roughly, this is the area between Jones Street and the power line that crosses the site. The eastern portion within this developable area slopes up and will likely require retaining walls to be buildable.
- Geotech scope includes investigation of slope stability within the developable area. The site study is underway.
- Drainage is generally easily accommodated. There is an ephemeral drainage swale generally along the western edge of the developable area. There is no indication of a need to modify that. It is assumed that rainwater peak quantity and quality mitigation will be accommodated on site.
- The trees in the eastern portion of the site have been heavily impacted by fire. An arborist report has not been commissioned.
- Wildfire Urban Interface: the site is vulnerable to future wildfire. Emergency Vehicle Access (EVA) is currently being discussed with Cal Fire and the Fire Department for the County. It is assumed that placing the open parking on the eastern, uphill portion of the site will provide:
  - EVA between the structures and the likely source of fire
  - A fire buffer
  - Parking in the area with the greatest slope, allowing the buildings to be placed at the area with the softest slope, and lowering the construction costs.
- It is assumed that building and site improvements will need to meet a high standard of wildfire protection.
- It is assumed that the fire insurance will be substantially higher than historic norms.
- There has been no explicit discussion about disposition of the undevelopable 6-acre portion of the Missouri Gulch property. Sierra Foothill Conservancy is a member of the Governance Committee and would like trails and public access to undevelopable upslope portion of the site.

### Highway 49/140

- The site is approximately 1 Acre and directly fronts the town's main street, highway 49/140.
- There are no resources within the TCC grant to undertake investigations of this site such as topographic and boundary survey, geotechnical, or hazmat.
- The Veterans of Foreign Wars (VFW) owns the triangular parcel at the intersection of Jones Street and Highway 49/140. There has been some discussion of incorporating that parcel but feasibility of maintaining the VFW functions and rent producing tenants with new construction has not been evaluated.

## ■ MARKET AND HOUSING NEED

- 7,270 people are employed within the County of Mariposa. A significant share of the population works for local, state, and federal governments: 33.6%, compared with only 14.8% in California as a whole. Yosemite National Park, Mariposa County Unified School District, and Mariposa County are the primary government employers in the area. Workers in this class are the target population for this project, due to both wages and housing shortages affecting workers' ability to attain and maintain stable housing.
- It is estimated that there are approximately 2,000 households with at least one government employee.
- For employees in the Town of Mariposa, the share of super commuters is significant, 1 in 5 people commute over one hour. Impacts of high-visitation and traffic congestion in Yosemite National Park are considered a significant factor for these commuters.

## ■ SCOPE OF THE PROJECT

- Mariposa Workforce Housing Collaborative Stakeholder Committee is seeking a developer for workforce housing that includes predevelopment and development for multi-family workforce housing at the Missouri Gulch Site in Mariposa, CA. The sites were identified by an Integrated Mobility & Housing Strategy study as priority sites due to their proximity to the Town of Mariposa.
- Some cursory massing studies have been done for the Missouri Gulch site. It suggests a maximum program of 80 units in 4-5 three-story residential buildings. Parking will be provided via surface parking and tuck-under parking (parking at the ground floor of the residential buildings).
- Project Scale: A project size has not been determined. It is intended to be determined in cooperation with the selected developer. There has been discussion of the projects ranging from 40 to 120 apartments. At the lower end of the range, it is assumed that only the Missouri Gulch Site would be developed. At the upper end, it is assumed both sites would be developed.
- The benchmarks, proforma, demographic data, and the Governance Committee Suggests a unit mix is as follows: 5% studios, 25% 1-bedroom, 55% 2-bedroom, and 15% 3-bedroom units.
- The discussions in the Governance Committee began with an assumption of 40 to 60 units. The Benchmark Financial Model was prepared with an assumption of 80 units because:
  - It was determined the Missouri Gulch could accommodate that many units with three-story walk-up buildings with some tuck under parking
  - The financial feasibility is enhanced with the larger scale
  - Feedback from developers suggested that a larger project would be of greater interest

- Developer discussions have indicated that a non-residential component that pays property taxes might be needed for the county assessor to be comfortable with a property tax exemption.
- A non-residential component is more feasible on the southern YC site because there is the possibility of a partnership with Yosemite Area Regional Transit to provide non-automobile transportation options as part of a Transformative Climate Communities (TCC) implementation grant and because the Highway 49/140 site parcel has frontage on Mariposa's main thoroughfare.

## ■ FINANCE OPTIONS

- Financing housing in the project objective niche of 80% - 120% AMI is well known to be the most difficult niche. The Governance Committee tasked Mogavero Architects with investigation of options that could be applicable to bridging the gap between rents necessary to service debt and cover operating expenses and rents affordable to the target economic demographic. Options studied included tax-exempt bond financing, property tax exemptions, various local and state grant programs, a partial master lease by the National Park Service, etc.
- That Business Model Investigation is in the linked documents.
- A "benchmark" market rate proforma for 80 units is contained in that investigation document. It is intended to identify the difference that would be required by a non-subsidized project and the project objective rents.

## ■ SUBMITTAL REQUIREMENTS

1. Project concept range: provide a written description of a concept for the project with a focus on the respondent's business model.
  - Identify the range of the number of units intended and whether both sites will be utilized or just the Missouri Gulch Site.
  - Describe the range of financial tools that the respondent would most likely use to achieve the project economic objectives.
    - Explain why these financial tools and their combination are viable.
  - Propose a list of potential site/community amenities.
  - Describe the challenges that may be encountered by the proposed project concept and proposed business model.
  - Provide a schedule concept from time of award to project occupancy
  - It is understood that there will be substantial due diligence (such as market study) to obtain a clear vision of the actual development that is possible. The intent is only to achieve a rough vision of what the respondent deem feasible.
  - The respondent may submit more than one project concept or options for various mixes of financial tools.

2. A summary of qualifications:

- For development of multifamily housing in general and relative to the respondent's project concept(s) in particular.
- Provide evidence of the proposed financial capacity to fund the remainder of the pre-construction expenses, construction and the stabilized project. It is expected that more detailed information on financial capacity will be requested of the selected development team.
- Provide resumes and contact information for the proposed development team and each of their roles. Identify the main contact and project manager.
- Provide examples of relevant past projects, including visual images.
- Provide evidence of capacity to deliver a project that will be a strong aesthetic and functional asset for the Town of Mariposa.
- Provide References with contact information as follows:
  - Three financial partners such as bankers, equity sources, or bond underwriters.
  - Two municipal and planning staff members in jurisdictions of past projects.
- Provide a brief description of the respondent's approach to collaboration and communication.

## ■ SUBMISSION PROCESS

- Submit all questions by **May 12<sup>th</sup>, 2025 at 4:00 P.M. PST** electronically via email: [mariposaworkforcehousing@mogaveroarchitects.com](mailto:mariposaworkforcehousing@mogaveroarchitects.com)
- Addendum and questions responses will be issued via email on **May 19<sup>th</sup>, 2025 at 4:00 P.M. PST**
- Statement of Qualifications is due **June 2<sup>nd</sup>, 2025 at 4:00 P.M. PST**

## ■ SELECTION CRITERIA

- The functional and aesthetic quality of past projects.
- The evidence of viability of the development concepts for achieving the project objectives with a focus on the business model.
- Experience with implementation of the development concept.
- Evidence of financial capacity to implement the development concept.
- Evidence of capacity to collaborate and communicate in a positive manner.

## ■ SELECTION PROCESS AND PARAMETERS

- A Subcommittee of the Governance Committee will receive and review the SOQ from participants and evaluate demonstrated capacity based on experience and financial capabilities.
- All decisions are ultimately up to the Governance Committee.



- The Governance Committee reserves the right to contact any or all respondents during the review process.
- Participants who demonstrate complete experience or capacity may be asked to participate in an interview.
- The respondent is responsible for all costs incurred in preparing the SOQ.
- The Governance Committee represents the right to reject all submissions.
- Information the respondent wishes to remain confidential must be clearly identified.
- It is the sole responsibility of the respondent to ensure that their statement of qualifications is submitted and received before the deadline. Late SOQs will not be considered.

## ■ LINKED DOCUMENTS

1. Integrated Mobility and Housing Strategy – Conducted in the summer of 2021.
2. Mariposa Workforce Housing Business Model Investigation – Prepared by Mogavero Architects. The report investigates the financial tools that may be available to achieve project objectives.
3. Enlarged Site Plan – Both sites are depicted with surrounding context.