



December 16, 2011

**ADDENDUM 2**  
**Response to Inquiries to the**  
**Request for Proposals, Pacific View Property**  
**RFP #PV-2145**

1. Which proposals/offers has the District turned down?  
Answer: The district has not received any formal proposals to date. As described in the RFP, the District will consider all proposals (submitted by any entity/firm/non-profit, etc.) that provide documented asset management solutions for the Pacific View Property which ensure an appropriate financial return to the District on this asset. The District is looking for the best asset management solution possible to ensure the most beneficial result for the District and the students it serves.
2. Has the District turned down any density?  
Answer: No.
3. What is DR 15? How many units are allowed under the current zoning?  
Answer: The existing zoning is public/ semi-public. Consult the City web site for zoning.
4. What is the density of the zoning?  
Answer: The existing zoning is public/ semi-public. Consult the City web site for approved uses in that zoning category.
5. Are proposals which include rezoning rejected outright or just considered less valuable?  
Answer: As described in the RFP, the District is looking for the best asset management solution possible for the Pacific View Property that will provide the most beneficial result for the District and the students it serves. The District will be looking at all options for sale, lease, development, and/or exchange and payment terms, timeline, proforma, price and conditions will be considerations.
6. How many units did you propose?  
Answer: The 2007 proposal for mixed use with single-family detached and attached residential as well as office uses included 26 residential units (single-family, townhome and condominium).
7. Question about infrastructure for 20 units and how was that number obtained?  
Answer: The 2007 proposal was conceptual. The City denied the request.
8. Why did the 20 unit plan not go forward?  
Answer: The City Council rejected the district's request and plan.

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9. Question about - Does education use include private?  
Answer: [The existing zoning is public/ semi-public. Consult the City web site for approved uses in that zoning category.](#)
10. Is medical use allowed? Will that use require a conditional use permit or design review?  
Answer: [The existing zoning is public/ semi-public. Consult the City web site for approved uses in that zoning category.](#)
11. Has the Coastal Commission made any comments?  
Answer: [No.](#)
12. How do the neighbors feel about the project?  
Answer: [Community comments are in public domain](#)
13. Is the lawsuit dropped? What is the timeline of the lawsuit between the City and the District?  
What is the nature of the lawsuit?  
Answer: [No. The lawsuit is in process. The lawsuit seeks rezoning the site as DR-15.](#)
14. Has the District received any offers with a purchase price number?  
Answer: [No.](#)
15. Does the District have a threshold value?  
Answer: [See response to 5.](#)
16. What is the appraisal value for the current zoning?  
Answer: [The district does not have an appraisal for the current zoning.](#)
17. Can the proposer schedule an appraisal?  
Answer: [This is up to the proposer.](#)
18. Does the District prefer a lump sum or a series of payments?  
Answer: [See response to 5.](#)

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19. Will the District want the proceeds for a specific use? Follow-up question asked about which education code?  
Answer: [See response to 5.](#)
20. Does the District have a preference to sale, lease, or exchange?  
Answer: [See response to 5.](#)
21. In the past the District asked for an exchange. Is trade still the intent?  
Answer: [See response to 5.](#)
22. Will the District consider speculative real estate projects?  
Answer: [See response to 5.](#)
23. Would the District consider a public private partnership?  
Answer: [See response to 5.](#)
24. What is the logic behind including an exchange of real property in this RFP?  
Answer: [See response to 5.](#)
25. Would an alternative proposal that is beneficial to both parties score higher?  
Answer: [See response to 5.](#)
26. Would you consider proposals where the District takes risks?  
Answer: [See response to 5.](#)
27. What are the criteria for winning the proposal? What are the weightings for the scoring matrix categories? Could you please provide the final scoring matrix together with the weights given to each criterion?  
Answer: [Section 10 of the RFP, beginning on page 11 explains the criteria. The weightings for scoring range from 0-20 based on responsiveness stated in section 10 of the RFP. The scoring matrix will be made available to the individual proposer by request following completion of the proposal process.](#)



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28. Do you have traffic environmental studies? On the old traffic studies, how much buildable was allowed?  
Answer: [Previous traffic studies are not germane to the current process.](#)
29. Would a school proposer be required to conduct a traffic study?  
Answer: [Consult the City web site for these requirements.](#)
30. What studies, if any, will we need to conduct and submit with our proposal by the January deadline?  
Answer: [Consult the City web site for these requirements.](#)
31. How many surface parking stalls exist?  
Answer: [15.](#)
32. Do the environmental reports speak to the condition of the building?  
Answer: [No.](#)
33. Do the buildings contain lead?  
Answer: [Yes.](#)
34. Do the buildings contain asbestos?  
Answer: [Yes.](#)
35. Are the buildings historical?  
Answer: [No.](#)
36. Was the old school house moved to that location? And can it be relocated?  
Answer: [Yes. The district agreed to work with the developer to have the building remain on site.](#)
37. The buildings are inhospitable. Would the District help to rebuild them?  
Answer: [See response to 5.](#)



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38. Are the buildings habitable?

Answer: The buildings do not meet the educational standards of the district.

39. How big are the buildings?

Answer: Classrooms are approximately 960 square feet each. The administrative area is approximately 3,600 square feet. Section 4 of the RFP includes a description

40. Which codes are not met?

Answer: The buildings were placed in 1953. The district added 2 portable buildings in 1985 and 1991. None of these facilities have been modernized. The facility does not meet current CBC or the district educational standards.

41. What is the status of the City's update on its General Plan, which is currently on the internet as a Draft version?

Answer: Consult the City to address their timeline on their General Plan amendments.

42. Does the District have the right to reject all offers?

Answer: Yes, see RFP section 10 item B.

43. Will the District continue to be a contractual participant?

Answer: See response to 5.

44. Does the City have the right of first refusal?

Answer: The City has not expressed an interest in the property.

45. Has the City tried to acquire the property by eminent domain?

Answer: The City has not expressed an interest in the property.

46. What is the length of lease desired in a lease proposal?

Answer: See response to 5.

47. Is the District still looking for a site for its District office?

Answer: See response to 5.

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48. Will you have a due diligence package between interested parties?

Answer: The district will complete any necessary due diligence requirements.

49. Do we have a contact at the District, perhaps at the Planning office?

Answer: Candidate firms are not to contact Board Members, the Superintendent, the Assistant Superintendent of Business Services or any other employee, official or representative of the District. Contacting district officials or employees may result in disqualification. All questions and requests for additional information should be directed in writing to Bob Nicholson, Eric Hall & Associates at [bob@erichallassociates.com](mailto:bob@erichallassociates.com) or Eric Hall, President at [eric@erichallassociates.com](mailto:eric@erichallassociates.com).

50. Will you send out the Appendix via email?

Answer: The published RFP included all Appendix and/or reference to their location on the district web site.

51. What is the timeline for bidder selection?

Answer: Refer to section 3 on page 3 of the RFP.

52. The link on page 3 of the RFP is broken. Where can I access the report?

Answer: The entire Real Property Advisory Committee Report that was accepted by the board can be viewed at:  
<http://www.eusd.net/AboutUs/Board%20Library/Real%20Property%20Advisory%20Committee%20-%20Final%20Report.pdf>

53. Where can I find Exhibits A – O of the report?

Answer: The entire Real Property Advisory Committee Report that was accepted by the board can be viewed at:  
<http://www.eusd.net/AboutUs/Board%20Library/Real%20Property%20Advisory%20Committee%20-%20Final%20Report.pdf>

54. What uses does the City want to see for the school site? Am I correct in my understanding that proposals must be based upon the current zoning, which I understand to be public/semi-public?

Answer: The existing zoning is public/ semi-public. You can consult the City web site for approved uses in that zoning category. The district filed an application for a

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downtown specific plan revision including a rezoning of this site to the adjacent R-15 (residential 15 units to the acre) and that request has been denied. The district is therefore seeking proposals in our RFQ process from interested entities to develop the site under the current zoning. At some time in the future should the District choose to challenge the City's unwillingness to change the zoning to residential, a different course may occur.

55. How many Interest Forms were received for this RFP? Could you please furnish the final list of interested parties to the RFP as received by the deadline of Nov 25th?

Answer: The Interest List is available here:  
[http://erichallassociates.com/index\\_69\\_3909101430.pdf](http://erichallassociates.com/index_69_3909101430.pdf)

56. Can I still submit a proposal even though I missed the deadline to submit a Registration of Interest?

Answer: "Developer must submit a Registration of Interest form, found in Attachment C, to the District, at the address specified on such form, on or before November 18, 2011 at 3:00 pm. Developers that fail to submit a Letter of Interest will be removed from the Interest List. **Removal from the Interest List will not preclude a vendor from submitting a proposal; however, such firms must contact the District prior to submission of a proposal to ensure responsiveness.**"

57. Have any preliminary studies been done on the site?

Answer: Technical studies performed for this property are available to view at the District Office. Electronic copies can be ordered at our cost of \$300 for the set of documents. Contact Janet England (760) 944-4300, [Janet.England@eusd.net](mailto:Janet.England@eusd.net).

58. Will you extend the deadline to submit proposals to give us more time to review the responses to our written questions?

Answer: Proposals are due January 4, 2012.

59. When is a good time to speak with you briefly regarding this property? Can we meet with you to answer a few basic questions I have regarding how the RFP should be organized?

Answer: No. As stated in the RFP, all questions must be submitted in writing by December 9, 2011, and are responded to in writing to all interested parties in this Addendum 2 by December 16, 2011.

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60. What is the preference of the Encinitas School District: "having an all cash purchase that includes the District affecting a 1031 exchange" or would they prefer "an all cash purchase without an exchange provision"?

Answer: [See response to 5.](#)

61. In reviewing the EUSD RFP for the Pacific View site I was unable to find any information on the school district's standard policies and regulations relating to the bidding and selection procedure. Similarly, the EUSD website does not have a working link I could find for this information. With this in mind, would you be so kind as to provide this documentation for my review? I understand from the RFP that potential bidders are not permitted to contact members of the district directly.

Answer: [You may easily gain access to the Encinitas Union School District Board Policies and Regulations on the district web site at:](#)  
[http://www.gamutonline.net/district/encinitasunion/.](http://www.gamutonline.net/district/encinitasunion/)

62. When can we tour the site?

Answer: [The school is not safe to tour at this time. The exterior of the site, as well as adjacent properties, can be seen from the street. If a tour of the site is required for your proposals send email to bob@erichallassociates.com with your request for a tour.](#)

63. Superintendent Baird made the following comment on the [Coast News](#) on Nov 23:

"Our consultants estimated that renovations could run into the millions and it might be cheaper to demolish existing buildings and start over. If someone were to lease the facility, complete the work necessary following our required standards and verifications, and get our insurance carrier to continue our coverage when the facility was opened, we would be happy to use the existing buildings."

a. Can you please provide the consultant's report as referred to above on the conditions of the buildings? We are interested in which rooms specifically in the buildings that need work.

Answer: [The entire Real Property Advisory Committee Report that was accepted by the board can be viewed at:](#)  
<http://www.eusd.net/AboutUs/Board%20Library/Real%20Property%20Advisory%20Committee%20-%20Final%20Report.pdf>

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- b. Could you also provide some written information from the insurance carrier on what needs to be remedied in order for the insurance carrier to continue coverage?  
Answer: [See RFP Section 8, E, 4 \(e\).](#)
- c. Can you include a floor plan of the existing structures on the site?  
Answer: [Available on request. Send email to bob@erichallassociates.com.](#)
64. Can you share some general timeline of the process?  
Answer: [See section 3 of the RFP.](#)
65. Can we make the proposal out to Tim Baird, Superintendent?  
Answer: [Proposals may be addressed to "Mr. Timothy Baird, Superintendent." Proposals must be submitted as instructed in section 7 of the RFP.](#)
66. Our approach is to propose a Medical office complex of 60,000 sf. The price for the property would go up or down from the buildable amount.  
Answer: [See response to 5.](#)
67. In the past the neighbors wanted open space well beyond the requirements of the zoning ordinance. That could severely impact the buildable and price  
Answer: [See response to 5.](#)
68. With the price in a potential flux based on buildable the buyer and seller will have to work together to gain the best price.  
Answer: [See response to 5.](#)
69. Does the school district need to acquire an income producing property and does the buyer need time to wait for the school district to find this property?  
Answer: [See response to 5.](#)
70. Could you please make available in electronic copies the four studies conducted on the property, i.e. the Traffic Impact Analysis, Environmental Site Assessment, The Preliminary Hydrology Study and the Preliminary Geo Technical Report? We would also like electronic copies of the Downtown Street Specific Plan and also other reports there were on the front table at the pre-submittal meeting.

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Will the technical studies and other pertinent information be available on CD? If not, is there a means by which I can copy them in hard copy?

Answer: Technical studies performed for this property are available to view at the District Office. Electronic copies can be ordered at our cost of \$300 for the set of documents. Contact Janet England (760) 944-4300, [Janet.England@eusd.net](mailto:Janet.England@eusd.net).

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