REQUEST FOR QUALIFICATIONS
NO. 23-07M

MASTER DEVELOPER

HOUSING, PARKING, AND COMMERCIAL FACILITIES

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I. BACKGROUND & OVERVIEW

I.A Introduction to the University

The University of Idaho (“the University” or “U of I”), home of the Vandals, is a public, land-grant and national research institution located in Moscow, Idaho, with facilities and programs in all 44 counties in the state of Idaho. The University, opened in 1892, now boasts enrollment of over 11,400 students from all 50 states and 73 countries.

The University of Idaho offers more than 300 academic programs including majors, minors, and certificates where undergraduates and graduates can practice interdisciplinary research, provide services to businesses, and bring value to the broader community.

Fast Facts

- **11,400+** Total enrollment
- **2,236** Full-time Employees
- **#1 Best Value** Public University in the West [1]
- **+2.8%** Fall 2022 enrollment increase [2]
- **A1** Moody’s Credit Rating
- **$225M** Utility P3
- **$106M** Annual Research Funding
- **99.7%** Occupancy Rate

University Vision:
The University of Idaho will expand the institution’s intellectual and economic impact and make higher education relevant and accessible to qualified students of all backgrounds.

[2] 2022 enrollment data is not finalized; preliminary figures as of 10/10 provided throughout the RFQ
[3] 2022 Darter Moscow Residential Housing Analysis
I. BACKGROUND & OVERVIEW

I.B Project Goal

- The University is seeking to engage a Master Developer to revitalize housing both on and adjacent to campus in support of strategic objectives for recruitment, retention, and improving the quality of life for institutional constituents.

- Beyond housing, the University desires a Master Development partner that can execute a variety of different types of projects (housing, parking, commercial, etc.) to serve as a single point of contact and become one of the University’s long-term delivery partners.
  - New undergraduate student housing
  - New housing for graduate students, employees, and the Moscow community
  - New for-sale housing for employees and retirees
  - Renovated and reconfigured apartment style housing
  - Multi-user parking facilities (optional – further details established during the RFP or post-award)
  - Multi-user commercial facilities (optional – further details established during the RFP or post-award)
I. BACKGROUND & OVERVIEW

I.C Master Developer Opportunity

The University of Idaho is requesting submissions from qualified development teams (“Respondents”, “Developers”, or “Firms”) to serve as the Master Developer for a series of projects that will focus on transforming the University’s housing system. The opportunity will include demolition, renovation, and new construction, as well as the management and operation of a portion or all housing facilities. Highlighted below are the various housing development opportunities, which are anticipated to be delivered in multiple phases.

Immediate Project

- Renovation of Existing On-Campus Apartment Communities

Short-Term Projects

- 145 New Beds of Undergraduate Apartment Housing
- 180 New Units of Graduate/Faculty/Market-Rate Housing
- 25 New Units of Affiliated, For-Sale Townhouses/Condos (Phase I)

Near-Term Projects

- 25 New Units of Affiliated, For-Sale Townhouses/Condos (Phase II)
- Renovations to Existing 2,077 Beds of Undergraduate Housing

Management

- The opportunity includes the optional management and operation of a portion or all housing assets

Longer Term Projects

- Multi-user parking and commercial facilities to be further defined either during the RFP or post-award
I.C Master Developer Opportunity (continued)

Following the RFQ, the University will shortlist the most qualified developers to respond to an RFP. The University plans to issue the RFP before the end of 2022 with selection in early 2023 to allow for work on the immediate housing improvements to commence as quickly as possible.

The University of Idaho has engaged many of the same professionals that successfully executed the $225 million utility P3 for the Master Developer. Rieth Jones Advisors (“RJA”) performed the market analysis and will serve as the University’s advisor throughout the process. PFM Financial Advisors LLC (“PFM”), Wells Fargo, and Hawley Troxell are also members of the advisory team. The Firms are expressly prohibited from contacting any member of the University’s staff or the advisory team (except RJA) during the procurement process. Any Firm that contacts University staff members (excluding the Procurement Department) during the procurement process may be disqualified and not considered for this RFQ.

The University may select more than one partner as part of this procurement at its discretion. The University reserves the right to accept or reject bids on each item separately or as a whole, to reject any or all bids, to waive informalities or irregularities, and to contract in the best interest of the University.

All Respondents must complete the ‘Request for Qualifications No. 23-07M – Submission Response Certification’, included as the last page of this document, as part of their RFQ submission.
II. ADMINISTRATIVE INFORMATION

II.A Invitation to Submit and Responsibilities of Respondents

1. The University is hereby contacting prospective Respondents who have interest, are known to do business relevant to this RFQ, or who the University deems qualified to meet the needs identified. Other Respondents wishing to qualify and submit responses are invited to contact the University to present their qualifications.

2. Should any interested Respondent find any part of the specifications, terms, and conditions to be discrepant, incomplete, or otherwise questionable in any respect, it shall be the responsibility of the concerned Respondent to call such matters to the attention of the University immediately upon receipt of this RFQ.

3. Discussions may be conducted with Respondents who submit qualifications that are determined to have a reasonable likelihood of being selected for award. However, qualifications may be accepted without such discussions.

4. The following information will be included as part of the RFP process. This information will not be provided as part of the RFQ:
   a. Design and construction guidelines
   b. Existing infrastructure information (as available)
   c. Insurance requirements
   d. Internal (U of I) and external approval requirements
   e. U of I Housing Rental Rates (historical and projected)
   f. U of I Historical Financial information and debt defeasance obligations
   g. U of I Retained Services Costs
   h. Operations and maintenance responsibilities matrix
   i. Real estate due diligence (as available)
   j. RJA housing demand analysis summary
   k. Residential Housing Analysis of Moscow, Idaho (Danter & Associates)
   l. State of Idaho and Latah County real estate tax information
   m. Other items suggested by Respondents invited to participate in RFP process

II.B Schedule of Activities

<table>
<thead>
<tr>
<th>ID</th>
<th>Activity</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>RFQ published</td>
<td>October 11, 2022</td>
</tr>
<tr>
<td>2</td>
<td>Pre-submission Call [1] (optional)</td>
<td>October 18, 2022 – 11:00am PST</td>
</tr>
<tr>
<td>3</td>
<td>Written inquiry deadline (via email)</td>
<td>October 21, 2022 – 3:00pm PST</td>
</tr>
<tr>
<td>4</td>
<td>Responses to written inquiries published</td>
<td>October 28, 2022</td>
</tr>
<tr>
<td>5</td>
<td>Submission deadline (via email)</td>
<td>November 14, 2022 – 3:00pm PST</td>
</tr>
<tr>
<td>6</td>
<td>Notification of shortlisted Firms</td>
<td>Week of November 28th</td>
</tr>
</tbody>
</table>

[1] Refer to Page 9 for details
II. ADMINISTRATIVE INFORMATION

II.C Respondent’s Inquiries
1. Prospective Respondents may make inquiries in writing (email is the only acceptable method) concerning this RFQ to obtain clarification of requirements. No inquiries will be accepted after 3:00pm PST, October 21, 2022.

2. Addenda or Supplement to RFQ: in the event that it becomes necessary to revise any part of this RFQ, an addendum to this RFQ will be distributed through a procurement website.

II.D Submission Instructions
1. All submissions from Respondents MUST follow the instructions in Section VI. Submissions must be made via email to juliam@uidaho.edu and kate@riethjones.com. RFQ responses are due on November 14, 2022, at 3:00pm PST.

2. Late submissions will not be accepted. It is the responsibility of the Respondent to ensure that the submission is received by the due date.

3. The RFQ submission must be signed by such individual or individuals who have full authority from the Respondent to enter into a binding Agreement on behalf of the Respondent at a future date.

II.E Additional Conditions of Submission
1. The University of Idaho reserves the right to reject any or all submissions and to waive informalities and minor irregularities in submissions received if deemed in the best interest of the University to do so.

2. Failure of the Respondent to provide in their submission any information requested in this RFQ may result in disqualification of the submission and shall be the responsibility of the Respondent.

3. Responses to this RFQ must be in the format prescribed in Section VI. At the option of the Respondent, additional material may be submitted that more fully describes services or other pertinent matters, but it is not required.

4. The University of Idaho is not liable for any cost(s) incurred by Respondents prior to issuance of an agreement, contract, or purchase order. Issuance of this RFQ does not commit the University to future phases of a procurement for the potential project, nor is it a commitment to make an award to any Respondent to this RFQ.

5. All purchase orders and contracts issued by the University are subject to F.A.R. 52.209-6. Respondent warrants that neither Respondent nor its principals are presently debarred, suspended or proposed for debarment by the Federal Government.
II. ADMINISTRATIVE INFORMATION

II.F Evaluation and Award Process
1. All submissions in response to this RFQ will be reviewed for responsiveness by Procurement and RJA prior to referral to the committee. The U of I committee will score all responsive submissions.

II.G Evaluation Criteria
1. Committee’s confidence in partnership capabilities to efficiently coordinate and execute on all required work
2. Financial capabilities
3. Overall submission quality and professionalism
4. Quality of submission to Section VI
5. Process and approach to development, operations, and management [1]
6. Student housing and relevant experience (P3, undergraduate/faculty/market-rate housing, or State of Idaho)
7. Parking and commercial facilities relevant experience [2]

II.H Pre-submission Meeting
• Interested parties are invited to participate in an optional pre-submission meeting on October 18th at 11am PST.
• Participants should provide written notice to the university via email to juliam@uidaho.edu and kate@riethjones.com of their intent to participate. A list of participants will be provided with the inquiries to written questions.
• The Zoom link is https://uidaho.zoom.us/j/81214601221?from=addon and the meeting ID is 812 1460 1221.

[1] Process and approach to operations and management is optional.
III. UNIVERSITY INFORMATION

III.A About the University of Idaho

The University of Idaho, home of the Vandals, is a public, land-grant, and national research institution located in Moscow, Idaho. Founded in 1892, the University boasts an enrollment of more than 11,400 students from all 50 states and 73 countries around the world.\(^1\) The institution serves the entire state of Idaho with facilities and programs spanning all 44 of the state’s counties. The University of Idaho offers more than 300 academic programs where students can practice interdisciplinary research, provide services to businesses, and bring value to the broader community.

The University is committed to student success and the accessibility of higher education, offering students over $30 million in annual scholarships/waivers annually. For example, the “Go Idaho!” program guarantees scholarship funding for in-state students. In 2019, the University had a total endowment of $389 million. The University of Idaho currently has an A1 credit rating and stable outlook from Moody’s.

The University of Idaho offers unique academic opportunities that differentiate it from other institutions. For more than 80 years, the University of Idaho Experimental Forest has provided a working forest classroom in which students can work and learn. The management units, natural areas, and outdoor classrooms provide the connection to field-based education, faculty and graduate research. The College of Natural Resources conducts public outreach workshops and field tours that help to support and fulfill the land-grant mission of the University of Idaho: research, teaching, and service.

\(^1\) 2022 enrollment data is not finalized; preliminary figures as of 10/10 provided throughout the RFQ

\(^2\) As of June 30, 2022
III. UNIVERSITY INFORMATION

III.B Research at the University of Idaho

- Research is a primary function of the University of Idaho.
- As the first and largest research university in the state, the University of Idaho spends over $100 million annually on research.
- The University is striving to become a Carnegie R1 (Highest Research Activity) institution known for excellence in our areas of strength and recognized for interdisciplinary research.
- Two-thirds of undergraduate students participate in research at the University of Idaho.
- The University's research efforts range from Nuclear Research funded by the U.S. Department of Energy to Lyme Disease Research through a cooperative agreement with the National Science Foundation.
- Various institutions, including Federal and State agencies, support the University's research endeavors.

Annual Research Fund by Source

Federal $51.0
State $33.4
Institutional $16.3
Other $3.4
Business $1.8

Federal Research Fund by Sponsoring Agency

NASA $2.3M
Energy $5.4M
DHHS $9.0M
NSF $14.0M
Other $5.4M
USDA $14.7M

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III. UNIVERSITY INFORMATION

III.C University Enrollment Trends

- Enrollment declined by 9.5% to 10,791 students between fall 2019 and 2020 as a result of the pandemic. In fall 2021, overall student enrollment rebounded to 95% of 2019 pre-pandemic levels (4.7% over 2020 enrollment).
- The University of Idaho experienced another consecutive year of positive enrollment growth in 2022.\(^1\)
- In fall 2022, first-time freshmen enrollment increased by 17.8% and overall undergraduate enrollment increased by 4.9%.
- The University of Idaho College of Law welcomed a large class of graduate transfer students in 2021 due to the closure of Concordia University School of Law in Boise in 2020.
- The number of instructional faculty increased by 2.2% in fall 2021 to 653 instructors.

### U of I Enrollment Trends (as compared to previous year)

<table>
<thead>
<tr>
<th></th>
<th>Fall 2021</th>
<th>Fall 2022(^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>First-time Freshmen</td>
<td>+16.2%</td>
<td>+17.8%</td>
</tr>
<tr>
<td>Undergraduate Enrollment</td>
<td>+3.2%</td>
<td>+4.9%</td>
</tr>
<tr>
<td>Graduate Enrollment</td>
<td>+10.2% (9.0%)</td>
<td></td>
</tr>
<tr>
<td>Overall Enrollment</td>
<td>+4.7%</td>
<td>+1.6%</td>
</tr>
</tbody>
</table>

### U of I Enrollment Data

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>First-time Freshmen</td>
<td>1,530</td>
<td>1,434</td>
<td>1,475</td>
<td>1,425</td>
<td>1,656</td>
<td>1,951</td>
</tr>
<tr>
<td>Other Undergraduates</td>
<td>6,941</td>
<td>6,975</td>
<td>7,099</td>
<td>6,975</td>
<td>6,975</td>
<td>7,099</td>
</tr>
<tr>
<td>Graduate</td>
<td>2,425</td>
<td>2,672</td>
<td>2,431</td>
<td>2,431</td>
<td>2,431</td>
<td>2,431</td>
</tr>
</tbody>
</table>

\(^1\) 2022 enrollment data is not finalized; preliminary figures as of 10/10 provided throughout the RFQ
IV. MOSCOW, IDAHO INFORMATION

IV.A About Moscow, Idaho

- Moscow is the largest city of Latah county and serves as the agricultural and commercial hub for the Palouse Region.
- Idaho is the fastest growing state in the country. Domestic migration is driving the population boom. [1]
- Moscow’s population increased by 8% to 25,850 residents between 2010 and 2021. [2]
- The Pullman-Moscow Airport is located five miles away from Moscow, servicing the city with direct flights to and from Boise and Seattle.
- Moscow is recognized as one of the best and safest college towns in the country. [3][4]

IV.B Fast Facts

- Located in the Scenic Palouse Region
  Northern Idaho

- Idaho’s Most Walkable City [5]
  High Walk & Bike Scores

- Daily, Direct Flights from Boise & Seattle
  Operated by Alaska Airlines

- Growing Population
  Average 1% YoY

- 7 miles from Washington State University
  Pullman, Washington

Legend

- City of Moscow
- Latah County
- Idaho

[1] US Census Bureau
[2] Data Commons
[3] Livability
[4] Safewise
[5] Livability
V. HOUSING DEMAND: MOSCOW, ID

V.A For-Rent Residential Housing Analysis

The University of Idaho and RJA engaged real estate research firm Danter & Associates to conduct a residential housing analysis and analyze the housing supply and demand in Moscow, Idaho. The study revealed the following:

- Demand exists for 180 units of upscale, market-rate apartment rental housing and 28 units of for-sale condominiums.
- The Moscow market area offers 2,315 conventional apartment units, compared to its peer cities who offer an average of 2,850 units. [1] Moscow offers 19% (535) fewer conventional apartment units than its peer cities, which indicates a lack of supply in Moscow (see chart below). [2]

### New Development Opportunities

<table>
<thead>
<tr>
<th>Rent Range</th>
<th>1BR/2BR/3BR Avg. Peer City Supply</th>
<th>Moscow Supply</th>
<th>(Deficit)/Surplus</th>
<th>Recommended Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $999</td>
<td>751</td>
<td>1,693</td>
<td>942</td>
<td>0</td>
</tr>
<tr>
<td>$1,000 - $1,499</td>
<td>1,098</td>
<td>498</td>
<td>(600)</td>
<td>0</td>
</tr>
<tr>
<td>$1,500 - $1,999</td>
<td>606</td>
<td>124</td>
<td>(482)</td>
<td>72</td>
</tr>
<tr>
<td>$2,000+</td>
<td>395</td>
<td>0</td>
<td>(395)</td>
<td>108</td>
</tr>
<tr>
<td>TOTAL</td>
<td>2,850</td>
<td>2,315</td>
<td>(535)</td>
<td>180</td>
</tr>
</tbody>
</table>

### Market-Rate Apartment Supply Analysis

[1] Peer Cities include Bozeman, Pullman, Spokane, and Rapid City. Variable adjustments have been made to Peer City supply to account for differences in population, households, tenure of household, and incomes.

[2] Danter & Associates defines “conventional apartments” as rental multifamily units, typically in a building of 24 units or greater, that was built as multifamily or converted to multifamily by adaptive reuse.
V. HOUSING DEMAND: U OF I

V.B U of I Housing Analysis

Rieth Jones Advisors performed a Housing Analysis that focused on key on- and off-campus trends and demand among students, postdoctoral students, employees, and the general public. The study revealed the following:

▪ Elmwood and South Hill apartments require renovations to address deferred maintenance, better align with student preferences, and support recruitment and retention efforts. 56.0% of students indicated a willingness to pay a premium for renovated apartment-style housing.

▪ Demand for new, higher-end apartment offerings exceeds current market supply among graduate students (145+ beds), faculty/staff (30+ units), and the general market (150+ units).

▪ The proposed graduate, faculty/staff, market-rate apartment development will be comprised of 1BR and 2BR apartments, as the marketplace has an ample supply of 4BR units to meet student needs.

▪ An opportunity exists to develop 25-30 new, for-sale townhomes to fill a void in the marketplace.

▪ The University’s undergraduate housing system (2,077 beds) requires renovations to address deferred maintenance, better align with student preferences, and support recruitment and retention efforts.

New Development Opportunities

<table>
<thead>
<tr>
<th>Development Program</th>
<th>Undergraduate &amp; Graduate Apartments</th>
<th>Market Rate Faculty/Staff Apartments</th>
<th>Townhouses</th>
</tr>
</thead>
<tbody>
<tr>
<td>For Rent/Sale Price Point</td>
<td>$975 - $1,175 per person/month</td>
<td>$1,525 - $2,025 per unit/month</td>
<td>$275,000 - $325,000</td>
</tr>
<tr>
<td>Development Program</td>
<td>145 beds</td>
<td>180 units</td>
<td>28 units</td>
</tr>
<tr>
<td>Unit Mix</td>
<td>1-2BR</td>
<td>1-2BR</td>
<td>2-3BR</td>
</tr>
</tbody>
</table>

Total Renovation Opportunity [1]

778,143 TOTAL SQ. FEET

2,532 BEDS

[1] These figures include potential renovations to South Hill and Elmwood Apartments in addition to the on-campus residence halls.
VI. MASTER DEVELOPER OPPORTUNITY

VI.A Opportunity Overview

The opportunity includes both the renovation of existing housing facilities as well as new student, faculty/staff, and market-rate housing. The University is seeking to identify a Master Developer that can serve as a single point of contact for all proposed housing renovations and new construction to: (1) revitalize existing on-campus housing; and (2) develop new housing that will serve as the bridge to connect the University campus with downtown Moscow.

A Immediate Opportunity
- Renovations to Elmwood and South Hill Apartments

B Near-Term Opportunity
- 145 New Beds of Undergraduate Apartment Housing
- 180 New Units of Graduate/Faculty/Market-Rate Housing
- 25 New Units of Affiliated, For-Sale Townhouses/Condos (Phase I)

C Short Term Opportunity
- 25 New Units of Affiliated, For-Sale Townhouses/Condos (Phase I)
- Renovations to Existing 2,077 Beds of Undergraduate Housing

Optional Management Opportunities (more details on slide 20)
VI. MASTER DEVELOPER OPPORTUNITY

VI.B Immediate Opportunity

Project Description

Renovations to Elmwood and South Hill Apartments

- The University owns and operates two on-campus apartment communities that require renovations in order to compete with off-campus communities and better align with student preferences.
- Located directly proximate to campus on University-owned land, the apartments are an attractive option for upperclassmen and graduate students.
- The apartments are currently outdated and in need of renovation; student survey data suggests strong demand for this project at price points 20%+ above current rates.

<table>
<thead>
<tr>
<th></th>
<th>Year Built</th>
<th>Average Occupancy [1]</th>
<th>Fall 2022 Occupancy</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Elmwood &amp; South Hill Apartments</td>
<td>1982</td>
<td>92%</td>
<td>99%</td>
<td>211</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Unit Type:</th>
<th>Count (#)</th>
<th>2022 Rental Rates ($/unit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Studio</td>
<td>12</td>
<td>$655</td>
</tr>
<tr>
<td>1BR</td>
<td>19</td>
<td>$635-670</td>
</tr>
<tr>
<td>2BR</td>
<td>118</td>
<td>$670-720</td>
</tr>
<tr>
<td>3BR</td>
<td>60</td>
<td>$750-825</td>
</tr>
<tr>
<td>4BR</td>
<td>2</td>
<td>$940</td>
</tr>
</tbody>
</table>

[1] Average Occupancy since Fall 2016
VI. MASTER DEVELOPER OPPORTUNITY

VI.C Near-Term Opportunity

Project Description

145 New Beds of Undergraduate Apartment Housing
- There is a need to develop undergraduate apartment housing on university-owned land that bridges the University and Downtown Moscow, historically known as Legacy Crossing.
- Demand for 3/4BR units is currently being met by the off-campus marketplace.

<table>
<thead>
<tr>
<th>Undergraduate Apartment Housing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Configuration</td>
</tr>
<tr>
<td>Rent</td>
</tr>
<tr>
<td>Beds</td>
</tr>
<tr>
<td>Total Beds</td>
</tr>
</tbody>
</table>

180 new units of graduate/faculty/market-rate housing
- The University plans to develop an upscale apartment community open to faculty/staff, graduate students, and the general public in Legacy Crossing.
- The University intends on utilizing one or more of the first floors as retail space, which will add value to the students on-campus housing experience.

<table>
<thead>
<tr>
<th>Grad/Faculty/Market-Rate Apartments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Configuration</td>
</tr>
<tr>
<td>Rent</td>
</tr>
<tr>
<td>Units</td>
</tr>
<tr>
<td>Total Units</td>
</tr>
</tbody>
</table>

25 new units of affiliated, for-sale townhouses (Phase I of II)
- The University is interested in having the Master Developer develop a 25-unit townhouse community (2BR and 3BR), targeting faculty, staff, retirees, and other university-affiliated parties.
- 63% of U of I Faculty and Staff would be interested in retiree housing in Moscow. \([1]\)

<table>
<thead>
<tr>
<th>Townhouses- Phase I</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale Price</td>
</tr>
<tr>
<td>Units</td>
</tr>
</tbody>
</table>

[1] RJA Survey, 2022
VI. MASTER DEVELOPER OPPORTUNITY

VI.D Short-Term Opportunity

Project Description

25 new units of affiliated, for-sale townhouses (Phase II of II)

- Based on the anticipated success of the first phase of for-sale townhomes, the University is interested in having the Master Developer implement a second phase of for-sale product to meet the needs of faculty, staff, retirees, and other university-affiliated individuals.

<table>
<thead>
<tr>
<th>Townhouses- Phase II</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale Price</td>
</tr>
<tr>
<td>Units</td>
</tr>
</tbody>
</table>

Renovations to existing 2,077 beds of undergraduate housing

- The University’s 2,077-bed housing inventory requires renovations in order to better align with student preferences and address deferred maintenance needs across residence halls.
- This renovation project is in addition to the South Hill and Elmwood Apartment renovations.
- In Fall 2022, occupancy exceeded 100% which resulted in 100 students placed in temporary housing.

<table>
<thead>
<tr>
<th>On-Campus Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residence Hall</td>
</tr>
<tr>
<td>Theophilus Tower</td>
</tr>
<tr>
<td>Wallace Residence Hall</td>
</tr>
<tr>
<td>McConnell</td>
</tr>
<tr>
<td>Living Learning Center</td>
</tr>
</tbody>
</table>

Wallace Residence Hall  McConnell  Living Learning Center
VI. MASTER DEVELOPER OPPORTUNITY

VI.E Management Opportunity

- The University is open to a Master Developer providing all, some, or no management of the new construction.
- The University is open to the potential of the Master Developer managing the rest of the existing undergraduate housing system (2,077 beds). In any case, the University will maintain the operations of Residence Life Services.
- Additional details on management service opportunity will be provided as part of the RFP.

### Residence Hall Description

<table>
<thead>
<tr>
<th>Residence Hall</th>
<th>Description</th>
<th>Fall 2022 Occupancy</th>
<th>Traditional</th>
<th>Suite-Style</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Single</td>
<td>Double</td>
</tr>
<tr>
<td>Theophilus Tower</td>
<td>A popular choice for first-year students, the eleven-story Tower provides support and guidance to students transitioning from high school to college.</td>
<td>97%</td>
<td>406</td>
<td></td>
</tr>
<tr>
<td>Wallace Residence Center</td>
<td>Home to both first-year and non-first year students, Wallace is centrally located and home to the Student Success Program and our main dining center, The Eatery.</td>
<td>96%</td>
<td>58</td>
<td>928 [1]</td>
</tr>
<tr>
<td>McConnell</td>
<td>With single rooms, McConnell is perfect for non-first year students wanting a more private and academically-focused living environment.</td>
<td>98%</td>
<td>58</td>
<td></td>
</tr>
<tr>
<td>Living Learning Center</td>
<td>Comprised of eight buildings, each provides its residents with an atmosphere dedicated to academic success, student support, and activities geared for social enrichment. Most LLC buildings are reserved for non-first year students.</td>
<td>98%</td>
<td>459</td>
<td>168</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>97%</td>
<td>464</td>
<td>1,613</td>
</tr>
</tbody>
</table>

[1] Includes 6 beds in triple-occupancy rooms

### PILLARS OF U of I HOUSING

**ENGAGE** Dynamic residence halls are designed to promote student learning with positive social interactions.

**THRIVE** A welcoming atmosphere provides a place for you to feel connected and immerse yourself in student life.

**SUCCEED** The residential support network will ensure you have all the tools needed to be successful in your academic career.
### VII. INFORMATION REQUIRED FROM RESPONDENTS

#### VII.A Required Information

Please respond to each of the following items below. Failure of the Respondent to provide any of the information requested in this RFQ could result in disqualification. Please structure your submission in the following order and limit the length of items A - F to no more than a total of 30 pages (the front and rear of a page are considered two pages; tabs are not included in the page limit).

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A Statement of Interest</strong></td>
<td>A cover letter describing your interest in the project and key reasons why the Respondent is best qualified to serve as the University’s long-term partner for the Master Development Opportunity. The letter should be executed by a legal signatory and include the complete legal name, address of the office leading the submission, contact information for the primary point of contact, and corporate website.</td>
</tr>
<tr>
<td><strong>B Firm History and Team Members</strong></td>
<td>Provide a brief history of the Respondent’s proposed team – development, operating, and equity partners (if applicable) – and resumes, experience, roles/responsibilities, current/projected capacity, and location of key personnel that will be leading and working on this Project.</td>
</tr>
</tbody>
</table>
| **C Relevant Experience: Development** | Present three relevant (e.g., comparable size, scope, and/or transaction structure) projects that clearly demonstrate your Firm’s ability to deliver the opportunity highlighted in the RFQ. Each project example should include the following key information:  
  i. Project location, name, and partner institution (as applicable)  
  ii. Project size (bed count by unit type, gross square feet, construction cost, and total project cost)  
  iii. Non-housing components, such as commercial facilities and parking, included as part of the relevant project (with sizes and total project costs broken out separately from the housing total project costs)  
  iv. Transaction/ownership structure, milestone dates from selection through project opening, agreement length (term), services performed by the P3 partner (if any), key institutional support provisions, and final plan of finance  
  v. Reference information, including name, title, phone number, and email address for each relevant project |
VII. INFORMATION REQUIRED FROM RESPONDENTS

VII.A Required Information (continued)

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>D</td>
<td>Relevant Experience: Management, optional [1] Present relevant (e.g., comparable size, scope, and/or transaction structure) projects that clearly demonstrate your Firm’s ability to manage on-campus student housing. highlighted in the RFQ. Each project example should include the following key information: i. Project location, name, and partner institution (as applicable) ii. Relevant experience implementing a Resident Life program iii. Ability establish an effective partnership with the University and other institutional stakeholders iv. Reference information, including name, title, phone number, and email address for each relevant project</td>
</tr>
<tr>
<td>E</td>
<td>Relevant Experience: Parking and Commercial Facilities, optional [1] Present relevant (e.g., comparable size, scope, and/or transaction structure) projects that clearly demonstrate your Firm’s ability to develop parking and commercial facilities. Each project example should include the following key information: i. Project location, name, and partner institution (as applicable) ii. Ability establish an effective partnership with the University and other institutional stakeholders iii. Reference information, including name, title, phone number, and email address for each relevant project iv. How has your firm integrated parking and/or commercial facilities into a broader housing project?</td>
</tr>
</tbody>
</table>

[1] Firms are not required to provide these services; response to parts D and E of Required Information is optional
VII. INFORMATION REQUIRED FROM RESPONDENTS

VII.A Required Information (continued)

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
</tr>
</thead>
</table>
| **F Process and Approach** | Describe your process and approach to development, management, and operations for these types of projects (housing, parking, commercial). Explain how your Firm will work closely with the University and other transaction participants to successfully serve as the Master Developer for this set of opportunities. Please include the following items and others that the committee may find relevant:  
  i. Schedule management (pre-development and construction)  
  ii. Engaging with institutional stakeholders  
  iii. Design and pre-construction  
  iv. Property management and operations  
  v. Development Oversight |
| **G Respondent Input**  | Please provide brief responses to the following questions:  
  i. What strengths has your team identified about the proposed Project? What challenges?  
  ii. What amenities and community features has your Firm found to be most successful in graduate and faculty/staff housing?  
  iii. How has your Firm been involved in or contributed to the design process to maximize efficiency, operations, and impact of spaces for campus constituents?  
  iv. How does your Firm work to identify the optimal transaction structures for all parties? What insight can you provide on the potential projects identified in this RFQ?  
  v. Talk about your Firm’s debt/equity relationships and ability to raise capital. Please provide 2-3 references. |
### VII. INFORMATION REQUIRED FROM RESPONDENTS

#### VII.A Required Information (continued)

<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>G</strong> Respondent Input (continued)</td>
<td>Please provide brief responses to the following questions:</td>
</tr>
<tr>
<td></td>
<td>vi. Please provide 2-3 examples of your Firm raising capital under different transaction structures.</td>
</tr>
<tr>
<td></td>
<td>vii. What challenges might arise while raising capital for this project, and how would your Firm mitigate those challenges?</td>
</tr>
<tr>
<td><strong>H</strong> Additional Information for the University’s Consideration</td>
<td>To be provided at the discretion of the Respondent. Note that the committee will not be required to review this information or consider it during the evaluation process. If your Firm has a unique approach to the transaction structure or redevelopment of University assets, it may be included in this section.</td>
</tr>
</tbody>
</table>
UNIVERSITY OF IDAHO REQUEST FOR QUALIFICATIONS NO. 23-07M

PROPOSAL RESPONSE CERTIFICATION

__________________________________________
DATE

The undersigned, as Proposer, declares that they have read the Request for Qualifications, and that the following proposal is submitted on the basis that the undersigned, the company, and its employees or agents, shall meet, or agree to, all specifications contained therein. It is further acknowledged that addenda numbers _____ to _____ have been received and were examined as part of the RFQ document.

__________________________________________
Name

__________________________________________
Signature

__________________________________________
Title

__________________________________________
Company

__________________________________________
Street Address

__________________________________________
City, State, Zip

__________________________________________
Telephone Number

__________________________________________
Cell Phone Number

__________________________________________
E-mail Address

__________________________________________
State of Incorporation

__________________________________________
Tax ID Number

Business Classification Type (Please check mark if applicable):

- Minority Business Enterprise (MBE)
- Women Owned Business Enterprise (WBE)
- Small Business Enterprise (SBE)
- Veteran Business Enterprise (VBE)
- Disadvantaged Business Enterprise (DBE)
THANK YOU FOR YOUR INTEREST IN THIS UNIQUE OPPORTUNITY AT THE UNIVERSITY OF IDAHO