

***Pacific Place Garage /Request for Proposals  
Responses to Submitted Questions***

(Submitted questions are in plain font with quotation marks. Suggested answers are in bold italics)

*Question 1:*

“I just had one quick question related to the RFP. I understand that the Cost Proposal is worth 400 points. How will Cost Proposals be scored? Will a high score correlate to the lowest fees or will points be earned for value (combination of cost and firm qualifications)?”

***The City has yet to determine exactly how Cost Proposals will be scored. Consideration of firm qualifications is not expected to be a component of scoring the Cost Proposals. Real Estate Services (RES) recognizes that given the complexity of the Garage, some part of the real estate firm’s fee might not be strictly commission-driven, but instead might be payable on a fee-for-services basis. Thus, proposers should address to what extent their fee would be payable on a fee-for-services basis, and whether any fee-for-services is to be offset against a commission payable pursuant to the closing of a sale. RES expects that a retainer, if proposed, would have a correlation to the extent of services provided in the early part of the process.***

*Question 2:*

“References are not specifically requested in Section 8 (Response Materials) but it is indicated in Section 9.4 that references may be contacted. Should we provide a separate page of specific references or will the City be gleaning the reference information from the supporting/illustrative projects we provide in support of our bid?”

***References are not required at this time. Proposals may include a separate page of references at the proposer’s discretion. Pursuant to section 9.4 of the Request for Proposals, the City reserves the right to contact references named or not named by the Proposer.***

*Question 3:*

“Regarding the 128K square feet of additional development potential referenced in the Umbrella Agreement (Page 5, Section 3C), who controls this? Does the City have the right to sell it?”

***It appears that the City owns the rights to develop certain air space at the top of the development envelope of the condominium parcel. Presumably, these rights would be valuable to the owner of the Retail Unit. Assuming the City owns the air rights, it would consider selling them if it sells the Garage Unit. Accordingly, the City would consider strategies that sold the rights separate from the Garage Unit.***