

July 8, 2021

Agenda Item 8.a.

**Expanded Regional Housing Portfolio and
BAHFA Business Plan Procurement Update**

Subject: Status Update on the Procurement to Secure Consulting Services for a Business Plan for the Expanded Regional Housing Portfolio and the Bay Area Housing Finance Authority

Background: In June 2020, the Commission and the ABAG Executive Board approved an initial strategic framework for an Expanded Regional Housing Portfolio to deepen the inter-agency partnership on housing issues, in part catalyzed by the launch of the Bay Area Housing Finance Authority (BAHFA). The framework established a work plan that included as a near-term step the procurement of consultant services for a Business Plan to evaluate large-scale future housing activities enabled by potentially significant future capital revenue, including from a regional ballot measure. The Business Plan will serve as a roadmap for creative yet sustainable activities with an emphasis on achieving equitable housing outcomes, developing innovative financing options, and identifying the staffing structures necessary to support the recommended activities.

Procurement Process

On February 10, 2021, MTC issued a Request for Proposal (RFP) for the Expanded Regional Housing Portfolio and Bay Area Housing Finance Authority Business Plan Consulting Services. The RFP was posted on MTC's website and an email advertising the opportunity was sent to 3,859 firms and individuals. On March 3, 2021, MTC hosted a virtual Proposers' Conference that was attended by 30 firms and individuals.

On the closing date for responses on April 15, 2021, MTC received three qualified proposals from Forsyth Street Advisors LLC, HR&A Advisors, Inc., and LeSar Development Consultants. Each proposal was supported by a team of subconsultants. The proposals were evaluated by a panel of MTC staff and representatives from Enterprise Community Partners, Public Advocates, and the San Francisco Housing Accelerator Fund against the following evaluation criteria:

- Understanding and Approach to completing the Project (40%)
- Qualifications and Experience (35%)

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- Cost Effectiveness, including reasonableness of hourly rates and resource allocation (20%)
- Presentation, as evidenced by written and oral communication skills demonstrated in the written response to the RFP and in-person interviews, if applicable (5%)

The MTC SBE Program was applied in this procurement. Pursuant to the SBE Program, after the final evaluation panel review, each proposer's completed Appendix G, Small Business Enterprise (SBE) Program Form was reviewed to verify responsiveness and confirm their eligibility. Two of the three proposers requested an SBE Preference: Forsyth Street Advisors LLC committed to 25% participation and received a 5-point preference, and LeSar Development Consultants committed to 61% participation and received a 10-point preference.

After a thorough review of the proposals and interviews with all three teams of proposers, the evaluation panel unanimously recommended the selection of Forsyth Street Advisors LLC for the project, with the firm receiving 98.6 points (93.6 evaluation points and an additional 5 points for committing to 25% SBE participation) out of a maximum of 110 points.

The following table shows the collective final score average of the three proposers based on their proposals, interviews and the SBE preference:

Rank	Supplier	Total	Evaluation Panel Score	SBE Preference
		/ 110 pts	/ 100 pts	/ 10 pts
1	Forsyth Street Advisors	98.6	93.6	5
2	LeSar Development Consultants	86	76	10
3	HR&A Advisors	78.6	78.6	0

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The evaluation panel is confident that the team led by Forsyth Street Advisors will meet MTC's expectations for the Expanded Regional Housing Portfolio and the BAHFA Business Plan. The panel identified a number of strengths in Forsyth Street Advisors' proposal that led to its recommendation, including Forsyth's clear understanding of the project and desired outcomes, the team's depth of experience with housing equity issues in the Bay Area, and the team's detailed approach to ensuring that the Business Plan transitions seamlessly into actionable programs. The team has completed similar tasks in the Bay Area and across the country, including developing specialized impact-oriented housing funds targeted to expanding social and racial equity.

Next Steps:

This update is brought to the ABAG Housing and BAHFA Oversight Committees as an informational item. As an MTC procurement, the MTC Administration Committee is slated to approve the contract award at its July 14, 2021 meeting. Once the contracting process is complete and the substantive work is underway, staff will return to the joint ABAG Housing and BAHFA Oversight Committees for updates, feedback, and recommendations.

Issues:

None.

Recommendation:

Information

Attachments:

A. Presentation

Reviewed:



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