



Expanded Regional Housing Portfolio & Bay Area Housing Finance Authority

Business Plan Consulting Services Contract Approval

MTC Administration Committee

July 14, 2021

Background & Context

- November 2020 regional housing revenue measure postponed due to COVID
- Pivot to incrementally expand housing portfolios of BAHFA, MTC, and ABAG
 - **Near-Term:** 5 Pilot Programs
 - **Long-Term:** Business Plan to tackle the Bay Area's housing challenges at scale, including recommendations for potentially significant future resources



Business Plan RFP: Tasks

1. **Project Kick-Off Meeting**
2. **Develop a Strategic, Equity-Focused Framework**
3. **Identify and Design the Funding Program**
 - Financing Analysis
 - Funding Program Recommendations
 - Funding Program Implementation Tools
 - Donations
 - Revenue Analysis
4. **Recommend a Design for the Structure and Operations of the Expanded Regional Housing Portfolio and BAHFA**



Procurement Process



Outreach

Email notification of RFP
Update upon publication
of Concept Paper
Proposers' Conference



Response

Received 3 qualified
proposals
All proposals included
teams with subs



Evaluation

Evaluation panel with
“3Ps” stakeholders
Interviews of all proposers
Application of MTC SBE
Program

Evaluation Criteria

Criteria	Weight
Understanding and approach to completing the project	40%
Qualifications and experience	35%
Cost effectiveness, including reasonableness of hourly rates and resource allocation	20%
Presentation, as evidenced by written and oral communication skills	5%
Possible Total	100%*

*The MTC SBE Program allows for up to 10 additional points

Recommendation

Prime:

Forsyth Street Advisors

Subconsultants:

- Bonnewit Development Services (SBE)
- Othering & Belonging Institute
- Turner Housing Innovation Labs
- Sperry Capital (SBE)
- Strategic Economics (SBE & DBE)
- cfX Incorporated
- Renne Public Law Group
- Ernst and Young
- Orrick

Thank You.

For more information contact:

Daniel Saver

dsaver@bayareametro.gov



ASSOCIATION OF BAY AREA GOVERNMENTS
METROPOLITAN TRANSPORTATION COMMISSION