REQUEST FOR PROPOSALS
University of Hawaiʻi – West O'ahu Campus
Pre-Proposal Conference

Questions and Responses
(March 23, 2005)

The following list includes overview comments provided at the Pre-Proposal Conference held on March 10, 2005, responses to questions raised in that conference and responses to questions subsequently submitted in writing.

Overview - The following comments were provided as an overview of the key strategies requested to be developed in responses to the RFP:

1. Marketing strategy – develop a specific marketing strategy for the Income Producing Properties to optimize the value of the land within the general context of the LRDP to support the University’s long term objectives.

2. Financing strategy – develop a practical financing strategy to monetize the value generated from the Income Producing Properties to fund the infrastructure and University development as well as providing support for the ongoing operations of the facilities to the degree possible.

3. Execution strategy and capabilities – communicate the strategy and capabilities to effectively execute the:
   a. development of the infrastructure and University improvements
   b. marketing of the income producing properties
   c. development of any Income Producing Properties to be developed by the Developer team

4. Pro forma summary and fee proposal – develop a pro forma that summarizes all cash flows along with a specific fee proposal that establishes both the basis and magnitude of compensation for the developer team for the full range of efforts proposed.

5. Campus design engaged by University – the key clarification in the scope of services to be provided by the Master Developer, as communicated in the RFP, is the decision by the University to directly engage the design team for the University facilities, therefore excluding this as a service to be provided by the Developer teams. The Master Developer design team will coordinate with the design team for the University facilities, and it is intended that the Master Developer team will provide construction management and construction services for the construction of University facilities.
**Q-1: Are there any height restrictions for the property?**

R: Height restrictions will be a function of zoning which will be established through the entitlements process. The University will pursue a Plan Review Use (PRU) permit for the campus and a zone change for the non-campus lands. Building heights for the campus and non-campus lands will be addressed during the entitlement process. The current assumptions are best documented in the LRDP as supplemented by the Appendix A attachments to the RFP.

**Q-2: Has the site been annexed?**

R: The property is part of, and falls under the jurisdiction of the City and County of Honolulu.

**Q-3: Please clarify the intent for development of the infrastructure.**

R: It is intended that the Master Developer team design and construct all off-site infrastructure and the on-site infrastructure to service each of the development parcels. In the case of the University campus, it is expected the roads and utilities will be provided to the perimeter of the site by the Master Developer team, and the University’s design team will design the distribution to service the individual buildings within the campus, similar to the strategy for any other development parcel that would be offered to a third party developer. The infrastructure scope is defined in the document referenced in RFP paragraph 1.3.2.3.6 and is also an appendix to the LRDP. (Note: Subsequent to the Pre-Proposal Conference, an updated infrastructure plan has been issued, and this update will be distributed via an addendum to the RFP.)

**Q-4: Are the retention areas intended to service only the needs of the campus development?**

R: The retention areas indicated on the Appendix A drawings are tentatively sized to meet the development needs of the entire 500 acre site based on the assumed densities and coverage ratios documented in Appendix A. The retention areas do not anticipate accommodating incremental drainage impacts from outside the 500 acre site. It is assumed that development activity by other parties on sites outside our 500 acre site will be required to accommodate any incremental run-off resulting from their improvements within their own sites.

**Q-5: Are there restrictions on the uses for the Income Generating Properties?**

R: The specific uses for the Income Generating Properties is to be proposed by the Developer teams with an intent to maximize value while remaining consistent with the long term objectives of the University as articulated in the LRDP. Final uses will be established through the negotiation process in Phase 1 of the engagement of the Master Developer.
Q-6: What is the status of the Environmental Impact Statement process and the entitlements?

R: The environmental and entitlement processes are in progress and are still on the schedule included in Appendix C of the RFP. To date, an Environmental Impact Statement Preparation Notice (EISPN) has been filed with the State of Hawai‘i, Office of Environmental Quality Control. The ability to maintain the schedule will be subject to the public processes, and could be impacted to the extent the development strategy proposed by the Master Developer varies substantially from the plan currently being used as the basis of these processes.

Q-7: Is there a constraint on the use of the University Village parcel as mixed use vs other commercial uses?

R: The mixed use function was established in the LRDP as the preferred use of this area. Based on its proximity to the campus and its visibility, it was viewed as an important site to allow for integration of the campus with the adjacent community, and therefore, encourages a mix of land uses that will help promote synergistic relationships between the campus and community. While there is no constraint on this use, alternative suggestions should include clear communications for how they create a long term solution that better advances the objectives of the University.

Q-8: Is the location for the elementary school fixed?

R: No, the location for the elementary school can be changed. The ultimate siting of the school and other school dedication requirements will need to determined through negotiation and discussion with the State of Hawai‘i, Department of Education.

Q-9: Is the parking layout and quantity fixed?

R: The parking layout and quantity were established through the LRDP process and represent the best information currently available concerning parking capacity. The location can be altered and the quantity will be validated in the detailed programming and design activities and during the entitlement process.

Q-10: Are the land uses fixed or are they flexible?

R: The land uses reflected in the LRDP and in Appendix A to the RFP are not fixed, but they do form the basis of the preparation for the Environmental Impact Statement. The Developer proposals should address the mix and location of land uses they feel best complement the University functions while optimizing the value of the land assets. Proposals will be evaluated on the merits of the solutions presented by the Developers. Substantive deviations from the current land uses will need to be incorporated into the environmental approval process.

Q-11: Are the access points to the site from the perimeter roads fixed or will we have flexibility in selecting the final locations?
R: The two access points from the North-South Road are fixed as a function of that road’s design by the State Department of Transportation, but the access points on Farrington Highway could likely be altered to a degree. In addition, it was noted the south access road to the Department of Hawai‘i Home Lands (DHHL) property to the south is substantially fixed as the DHHL has no direct access to the North-South Road, and this is a required access point to their development.

Q-12: Please clarify how we are to address the existence of the two gulches.

R: A portion of Hunehune Gulch, near its confluence with Kalo‘i Gulch may be directed into a retention basin located near the southern portion of the property. The remaining portion of Hunehune Gulch will remain in its current location and must be accommodated in the drainage pattern of the site development. Discussions are currently under way to relocate Kalo‘i Gulch to the east side of the North-South Road. While the specific details are yet to be worked out, this proposal should assume that Kalo‘i Gulch will be relocated by others and that it will not impact the planning or improvements contemplated under this engagement.

Q-13: Please clarify the nature of the golf course expansion.

R: The entrance road to the golf course runs parallel to the southwest property line. Alignment of the road planned in the LRDP accommodated a concession of roughly 3.6 acres to the golf course for their use as overflow parking. Details of this arrangement will be based on final site configurations proposed by the Developer teams and final planning through the Phase I services of the Master Developer.

Q-14: Where is the existing power line with respect to the property line?

R: The location of the existing power line is not on the UH West O‘ahu property, they are located along the east side of the North-South Road Right-of-Way.

Q-15: Have the estimated costs for University facilities or infrastructure as represented in the LRDP been updated?

R: No, as there have been no substantive changes in design assumptions, the only basis for updating these costs would be escalation from the assumed 2003 cost basis, so there have been no updates.

Q-16: How much flexibility exists for the phasing of the development?

R: Assumptions about initial phasing have been driven by the needs to develop the initial phase of the campus for 2008 occupancy and the assumptions for absorption of the income generating properties as articulated in the market study appendix to the LRDP. We are looking to the Developer teams to identify realistic absorption assumptions and definitive phasing strategies for both creation of infrastructure and the marketing of development parcels.

Q-17: What information is available concerning the timing for the North-South Road?
R: Our best information is that the construction of the first phase (Phase 1A) of the North-South Road, which extends between the two gulch crossings, is prepared to commence within the next few weeks. The second phase (Phase 1B) will connect the roadway to the interchange with H-1 Freeway (in the north) and to the Kapolei Parkway (in the south). The first two phases described above include construction of half of the roadway and a portion of the on and off-ramps along the H-1 Freeway. The construction of the remaining portions of the roadway will be covered under Phase 2. The assumption is that completion of the first and second phases (Phase 1A and 1B) of this road will be open by the end of 2008 or the first half of 2009. The campus was planned so that if the North-South Road was not completed in time for its initial phase, access to the campus could be provided from Farrington Highway. Such access would need to be acquired through discussions with the City and County of Honolulu Department of Transportation Services who have jurisdiction over the roadway.

Q-18: Can you clarify the water system infrastructure requirements?

R: To provide adequate pressure, the water system requires the construction of two new tanks, one located at an elevation of 215 feet and another at a higher elevation of 440 feet (to provide adequate pressure for the northern portion of our site). It is assumed that the Master Developer’s team will be required to design and construct the water system. There may be some cost sharing with the development of other properties that could be serviced by the two tanks. The details, to the extent they exist, are outlined in the LRDP.

Q-19: In RFP Section 3.1.3 Infrastructure Improvements, "actual improvements occurring within the Campus boundaries" are specifically excluded from the Master Developer Services. It is our understanding that infrastructure improvements for the Campus are required of the Master Developer, as described in Section 3.1.2. Campus Improvements, and that the exclusion in 3.1.3 is simply a way of separating campus "on-site" and "off-site" improvements. Please confirm that our understanding is correct on this matter.

R: The assumption is substantially correct; the exclusion noted in the language quoted above is to provide a distinction between the on-site vs off-site improvements as related to the campus. However, it should be noted that the on-site infrastructure for the campus will be designed by the design team selected by the University instead of being designed by the Master Developer’s design team. The intent is that the campus site would be treated the same as any other development site, with the Master Developer designing and installing infrastructure improvements to the perimeter of the site, and the party developing the individual sites will be responsible for designing and installing infrastructure distribution within the sites. In the case of the campus, while the design will be by the team selected by the University, it is the intent that the Master Developer’s team will provide Construction Management and construction of the campus facilities as noted in the response to question Q-3 above.