

Request for Proposals

Affordable Housing Development Opportunity

0.29-acre vacant lot
APN: 0086-050-050



Church Street, City of Benicia

The City of Benicia is announcing the availability of a vacant property located on Church Street between West 11th Street and West 13th Street (“Project Site”) for the development of affordable housing. With approximately 26,000 residents, the City of Benicia is known for its historic landmarks, old town charm, and quality of life it offers to its residents.



Prepared and
presented by



CalBRE Corporate Broker License 01930929

APN	0086-050-050
Lot Size	~0.29 acres (per Solano County Assessor)
Zoning¹	Medium Density Residential (RM) with Housing Opportunity Site (HOS) Overlay
Maximum Height	3 stories, not to exceed 35 feet
Maximum Density	30 du/acre
Density Bonus	The City complies with State Density Bonus Law (CA Government Code Sections 65915-65918) regarding affordable housing density bonuses, concessions and other incentives.

¹See the City’s HOS [zoning code](#) for further detail.



Project Site Highlights

- The Project Site is designated as a High Resource Area on the 2026 CTCAC/HCD Opportunity Map.
- The Project Site is located in a primarily residential neighborhood and is supported by existing infrastructure.
- The Project Site is across the street from Benicia High School and just a few blocks away from several local parks, the Southampton shopping center, and other nearby schools providing access to retail, dining, and recreational amenities.

Project Goals & Requirements

The City wishes to engage a qualified developer to design, build, finance, operate and maintain a housing development project.

The proposed development must include a minimum of 6 units, at least 2 of which should be affordable to moderate income households pursuant to the City’s Housing Element. Preference will be given to proposals with greater affordability.

The City desires to transfer fee simple title of the Project Site and will not consider a ground lease deal structure.

City Contribution

The City will consider contributing the property at a reduced price for an affordable housing project. Such reduction will be based on the developers’ proposal and pro forma.

Proposal Requirements

- Qualified developers are asked to submit a proposal that includes the following details in this order:
- 1. Cover Letter:** Please provide a cover letter introducing the development firm (“Developer” or “Proposer”) and identifying the primary contacts or representatives. The cover letter must be signed by an officer or other authorized representative of the Developer.
 - 2. Proposer Qualifications:** Provide documentation of the qualifications and experience of the Developer, including information that demonstrates the professional expertise of the Developer’s individual team members that will be assigned to the Project. Identify other known members of the development team including architects, engineers, contractors, financial or equity partners, lenders, and any known participating developer entities. Identify the property management team and resident service providers, if known and applicable.
 - 3. Proposer Experience:** Provide examples of at least 3 similar-scale projects completed by the Developer, including:
 - a. Project descriptions;
 - b. Site plans and renderings/photos;
 - c. Timelines;
 - d. Total development costs;
 - e. Funding sources utilized; and
 - f. Local government or agency reference (name, title, phone number, email).

- 4. Financial Capacity and Financing Strategy:** Responses to this RFP must demonstrate that the Developer has the financial capacity to carry out the proposed project. As such, submittals must:
- a. Provide a development pro forma including:
 - i. Project budget;
 - ii. Sources and uses for construction and permanent financing phases;
 - iii. 30-year operating pro forma; and
 - iv. Financial offer to City.
 - v. It is the Proposer's responsibility to comply with Federal and/or prevailing wage requirements if the final development funding necessitates prevailing wages.
 - b. Identify the team's capacity and experience securing the equity and financing required to construct and operate the proposed development.
 - c. Include a statement detailing whether the development entity, or any of the named individuals on the development team, ever filed for bankruptcy or had projects that have been foreclosed. If yes, please list the dates and circumstances.
 - d. Include the Developer's last 3 years of year-end financial statements. Financial statements should include income statements, balance sheets, cash-flow statements, and liens. These documents may be marked "Confidential" and will be returned upon request.
- 5. Design and Scope:** Provide a development concept for the Project Site. Applicants shall comply with the City approved Development Code and applicable local modifications. Describe and/or illustrate the building's physical envelope and specify the proposed unit mix, affordability mix, and other features to be included. Provide a description of resident services to be offered, if applicable to the proposed project. Provide a preliminary development timeline from acquisition, to breaking ground, and completion of construction.
- 6. Community Benefits:** Provide a description of any community benefits that the proposed project will provide.
- 7. Community Engagement Strategy:** Provide a description of plans to engage the local community throughout the development process ensuring transparency and collaboration.

Submission Instructions

Responses to this RFP must be received on or before 5:00 PM on October 26, 2026. Responses should be submitted electronically to Marcus Mekhael, Senior Analyst with RSG, Inc. at mmekhael@rsgsolutions.com

Please call or email Marcus with any questions pertaining to this RFP at 714-516-8282 or mmekhael@rsgsolutions.com. Questions regarding this RFP must be submitted in writing no later than September 10, 2026 at 5:00 P.M. After that, questions may not receive a response.

A list of the responses will be posted on the City's project website on September 21, 2026. The Project website can be found at www.ci.benicia.ca.us/HousingRFP.

Evaluation Criteria

All proposals submitted in response to this RFP will be reviewed and evaluated based on the information contained in the respective responses, an investigation of the Developer's past projects and performance, and other pertinent factors. The City reserves the right to request additional information as deemed necessary and appropriate. The City will prepare an analysis of all proposals depending upon the number and quality of responses. In addition, the City may request to interview a limited number of finalists. However, the City reserves the right to select a development team without conducting interviews.

All proposals will be ranked generally on the completeness, responsiveness, and quality of answers to this RFP, more specifically described below.

Proposer's Qualification & Experience – 25%

- The Proposer includes an experienced housing developer and development team.
- The Proposer has experience developing and operating development projects and securing similar funding sources contemplated in the proposed project.
- The Proposer has experience working successfully with public agencies.

Financial Capacity and Financing Strategy- 30%

- The Proposer clearly demonstrates ability to provide or obtain its proposed financing for its project and has experience securing the proposed financing sources.
- The reasonableness and feasibility of the proposed construction costs and operating pro forma.
- The Proposer has clearly identified proposed sources of funds to cover any financial gaps both in the construction and permanent financing phase.
- The Proposer demonstrates strong relationships with financial institutions and there are no reported bankruptcies that may negatively affect the project.

Design and Scope – 30%

- The proposed design supports the City's desired development goals, including maximizing affordable housing units.
- Proposer demonstrates ability to complete the Project in a timely manner.

Community Benefits – 5%

- Proposer has implemented community benefits into the proposed project including, but not limited to, affordable housing beyond what is included in the Housing Element.

Community Engagement Strategy - 5%

- The Proposer has demonstrated a clear knowledge of the population to be served.
- The Proposer has described their plans to engage the local community to maximize transparency and collaboration throughout the development process.
- The Proposer has experience and history of community engagement within the surrounding community or a similar community.

Interview (if applicable) – 5%

- The City, at its sole discretion, may conduct interviews with the highest-scoring Proposers. If an interview is conducted, the Proposer will be expected to summarize its proposal and development experience.
- The Proposer will be evaluated based on the quality of the presentation and viability of the proposed project.

RFP Schedule

The City will select one developer with whom to enter into a Purchase and Sale Agreement (“PSA”), Exclusive Negotiation Agreement (“ENA”), or Disposition and Development Agreement (“DDA”). The selection process is expected to take approximately five months. Please note the schedule may be altered at the City’s discretion.

Activity	Date
RFP Issued	June 29, 2026
Last Day to Submit Questions	September 10, 2026
Release of Answers to Questions	September 21, 2026
Submittals Due	October 26, 2026
Review of Submittals	October – November 2026
Interviews (if needed)	December 2026
Developer Selection (tentative)	December 2026

Disclaimers

This solicitation does not commit the City to award an Agreement or to pay any cost incurred with preparation of the proposal. The City reserves the right to accept or reject any or all submittals received in response to this request, to negotiate with any qualified source, or cancel in whole or in part this process at its sole and absolute discretion. Subsequent to negotiations, prospective development entities may be required to submit revisions to their proposals. All persons or entities responding to the RFP should note that any Agreement pursuant to this solicitation is dependent upon the recommendation of the City staff and the approval of the City after all legally required steps are taken.

The City reserves the right to postpone selection for its own convenience, to withdraw this RFP at any time, and to reject any and all submittals without indicating any reason for such rejection. As a function of the RFP process, the City reserves the right to remedy any technical errors in this RFP and modify the published scope of services. The City reserves the right to request that specific personnel with specific expertise be added to the team, if the City determines that specific expertise is lacking in the project team. Submittals and other information will not be returned with the exception of sensitive financial data upon request by the submitting entity.

If a Proposer discovers any ambiguity, conflict, discrepancy, omission or other error in the RFP, they shall immediately notify the City of such error in writing and request modification or clarification of the document. Clarifications will be given by written notice to all parties who have been furnished or who have requested an RFP for proposing purposes, without divulging the source of the request for same.

If a Proposer fails to notify the City prior to the date fixed for submission of proposals of an error in the RFP known to him/her, or an error that reasonably should have been known to them, they shall submit a proposal at their own risk.

The City reserves the right to abandon the RFP process and/or change its procurement process for the Agreement at any time if it is determined that abandonment and/or change would be in the City’s best interest. The City will not be liable to any contractor for any costs or damage arising out of its response to the RFP.