QUALIFICATION STATEMENT REQUEST
for
PUBLIC / PRIVATE PARTNER FOR PROJECT CONCEPT DEVELOPMENT, CONSTRUCTION, EQUITY FINANCING AND OPERATIONAL MANAGEMENT OF RESIDENTIAL LIFE AND RELATED LIVING AMENITY IMPROVEMENTS

Submittal Deadline: January 10, 2018 at 2:00 PM EST

Issued by: University of Michigan Procurement Services
Facilities Procurement
326 East Hoover Avenue
Ann Arbor, MI 48109-1002
I. INSTRUCTIONS

A. Purpose

This Qualification Statement Request for P3 services for student housing is issued by the Regents of the University of Michigan to request qualifications from firms for the following project:

Public/private partner to provide project concept development, construction, equity financing and operational management of residential life and related living amenity improvements

The project will be located at the University of Michigan within the city of Ann Arbor, Washtenaw County, Michigan. **Note that 100% equity financing by the potential P3 partner firm is a requirement for this project.**

B. Selection Process

Interested firms must respond to the requirements included herein and submit ten (10) hard copies and one (1) electronic copy of their Qualification Statement Request ("QSR") response as directed below. The information submitted in response to this QSR will be evaluated by the University to select which firms may be invited to submit a proposal in response to a Request for Proposal ("RFP") for P3 services. Firms receiving the RFP will be provided with additional information pertaining to the project to assist in the preparation of their proposal. The responses to the RFP will be evaluated by the University to determine the firm best qualified to provide P3 services for this project. The University reserves the right to reject any and all applicants and may stop the selection process for this project at any time.

C. Selection Schedule

Ten (10) hard-copies of your QSR response must be submitted. In addition, send an email with an electronic copy of your response attached to William Erwin at wierwin@umich.edu. Both hard copies and the electronic copy must be received no later than:

**January 10, 2018 at 2:00 PM EST**

Submit responses to: The University of Michigan
Procurement Services
Attn: William Erwin
The University of Michigan
326 E. Hoover Ave., Mail Stop D
Ann Arbor, Michigan 48109-1002
Phone: (734) 763-4157
Email: wierwin@umich.edu
Any questions/comments regarding this QSR must be submitted by email with specific reference(s) to the Section(s) of this QSR in question to the attention of William Erwin at wierwin@umich.edu

The deadline for submittal of questions is: **January 2, 2018 at 2:00 PM EST**

Responses to questions received will be posted on the following University of Michigan’s website within two (2) business days of receipt:

http://umaec.umich.edu/for-vendors/bids-proposals/

The proposed schedule for the balance of this process as described in Section 1 B above is as follows:

<table>
<thead>
<tr>
<th>Action</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFP issued to selected firms</td>
<td>Jan/Feb 2018</td>
</tr>
<tr>
<td>Proposal due:</td>
<td>Feb/Mar 2018</td>
</tr>
<tr>
<td>Interviews (if needed):</td>
<td>Spring 2018</td>
</tr>
<tr>
<td>Selection/Award:</td>
<td>Summer 2018</td>
</tr>
</tbody>
</table>

II. **PROJECT DETAILS**

A. **Location**

The proposed site of the potential Residence Life development is located on the University of Michigan’s North Campus on the east corner of Plymouth and Murfin, in Ann Arbor. (See attached map)

B. **Project Description**

The proposed development will be located on the University of Michigan North Campus, in Ann Arbor, MI on property bounded by Murfin to the west, Plymouth Road to the north, Beal to the east, and Hubbard to the south (see the attached location map). The project is estimated to include 950 graduate replacement beds and 1,700 undergraduate replacement beds. Other uses to support housing will include dining, amenity spaces, laundry, administrative support office space and parking. Some limited retail serving North Campus and the greater Ann Arbor community should be provided, including a sit-down restaurant desirable to students.

C. **Project Schedule**

The following tentative schedule has been developed:

<table>
<thead>
<tr>
<th>Tentative Schedule:</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Award of contract</td>
<td>Summer 2018</td>
</tr>
<tr>
<td>Building ready for occupancy</td>
<td>August 2021</td>
</tr>
</tbody>
</table>
III. QUALIFICATION STATEMENT REQUIREMENTS

A. Instructions for Completion

Please provide your answers to the questions below beginning with Section B in sequential order. All questions must be answered. If a question is not applicable to your firm, please explain.

B. Describe your firm’s primary business operations. Include:

1. A brief history of your firm.
2. Describe the organizational structure, ownership and governance.
3. Describe the typical P3 financing model your firm has utilized.
4. What are your sources of funding for P3 projects?
5. What is your firm’s financial capacity overall and on a per P3 project basis?
6. What is the optimum size, financially, of a P3 project for your firm?
7. Describe your firm’s current financial status.

C. Firm’s P3 Experience

1. Provide an overview of your company’s experience in executing P3 projects including total number of projects and number of years experience executing P3 projects.
2. Please provide a list of P3 projects delivered for higher education clients and include the following information:
   a. Client name and location of project
   b. Type of facility, size, intended use, additional amenities
   c. Estimated useful lifespan of structure
   d. What is the condition of the structure when the operating lease is over (describe condition of all aspects of the structure and facilities)?
   e. Start and completion or estimated completion (ready for occupancy) dates, include estimated vs. actual completion dates when applicable
   f. Current phase of project
   g. Structure of transaction
   i. Legal
   ii. Financial - How were these projects funded?

3. Please describe the following topics in terms of a typical project for your firm:
   a. Rental rate assumptions and annual escalations for projects
   b. Operating assumptions and annual escalations for projects
c. Client retained services
d. Company provided services - describe whether self-performed or assigned to a 3rd party
   i. On-site support
   ii. Off-site support

4. List all P3 projects of comparable scope that your firm is managing or has managed.

5. Has your organization ever failed to complete any P3 projects or was a party to a project that was not completed as contracted? Please explain.

6. Does your firm maintain ownership of P3 agreements or are agreement sold to other entities? Please explain.

7. Describe your current sustainability programs. Provide examples of innovative sustainability initiatives your firm has recommended and/or implemented on projects.

8. List the type of regularly scheduled reports your firm produced on projects for the client.

9. What sets your firm apart from other developers?

D. Firm’s P3 Personnel

1. List total number of your firm's personnel by position/title, discipline or skill group and number of years on staff (e.g., principal, manager, finance, design, construction, etc.)

2. Name the key personnel which would be part of the management team for the proposed project. Describe in detail the experience and expertise of each team member, which P3 project(s) they were assigned to and their role in the projects (note: key personnel must be committed to this project for its duration unless excused by the University). Indicate if the team as a whole provided P3 management services for any of the projects listed in response to Section B 2 above.

3. Name any 3rd party consultants which are included as part of the proposed team. Describe each consultant’s proposed role in the project and its related experience. List projects on which your firm has worked with the consultant.

E. P3 Project Controls

1. Describe your cost control methods for the preconstruction and construction phases. How do you develop your estimates and how often are they updated? Include examples of successful value engineering to maintain project budget that did not sacrifice quality.

2. Describe the way your firm maintains quality control during the pre-construction and construction phases. Provide some examples of how these techniques were used in the projects listed in Section B.
3. Describe the way in which your firm develops and maintains project schedule. How often do you update those schedules? For one of the projects listed in the Section B, provide examples of how these techniques were used. Include specific examples of scheduling challenges and how your firm solved them.

4. Would you assign a current employee, hire new personnel, or hire the professional services of an independent scheduling consultant to provide the efforts of logistical planning, activity duration, discussions with subcontractors, schedule monitoring, subcontractor communications, and issuance of scheduling reports?

5. Describe how your firm assists minority business enterprises and involves them in projects.

6. Provide your feasibility assessment of the proposed scheduled occupancy date.

F. Describe your Firm's Risk Assessment Procedure

1. What are the key risk factors that you envision given the project scope, schedule, location and type described for our project?

2. Describe how your risk assessment will be produced for our project.

3. Provide a sample risk assessment (for a project of similar size and scope).

G. Contact Information

Include the following information in your submittal:

1. Principal in charge for this project
2. Principal’s title, phone, and email addresses
3. Principal’s mail (street) address
4. Name of person to contact for further information regarding this statement (if other than principal)
5. Contact’s phone, mobile phone, and email addresses
6. Company website address, if available
7. Company’s DUNS and TIN Numbers
IV. SIGNATURE

This signature page must be completed and included with the submittal.

By signing below, the undersigned acknowledges they are an expressly authorized agent of the company listed below.

Date: __________________________

Full Legal Name of Company: ____________________________________________

Signature: ______________________________________________________________

Printed Name: __________________________________________________________

Title: _________________________________________________________________