



Request for Proposals

Charter School Development Services

Statement of Need

ISANA seeks proposals from qualified charter school developers to provide development services in connection with the development of charter facilities located in Los Angeles, California.

School Name	Grades	FY 2020-21 Enrollment Projection	Year Opened	Authorizer	Location	Current Facilities Arrangement
Achernar Academy	TK-8	487	2016	Compton USD	310 E. El Segundo Blvd. Compton, CA 90222	Prop. 39
Cardinal Academy	TK-8	333	2011	LAUSD	7330 Bakman Ave Sun Valley, CA 91352	Prop. 39 Co-Located
Himalia Academy	TK-8	710	2017	SBE	4501 S. Wadsworth Ave. <u>Los Angeles, CA 90011</u> 4607 S. Central Ave. <u>Los Angeles, CA 90011</u> 4700 S. Central Ave. <u>Los Angeles, CA 90011</u> 5100 South Broadway Los Angeles, CA 90037	Central locations owned by ISANA with modular buildings Other locations on church sites
Nascent Academy	TK-8	582	2005	LAUSD	3417 W. Jefferson Blvd <u>Los Angeles, CA 90018</u> 4231 4th Avenue Los Angeles, CA 9008	Split Campus; Prop. 39 for 4th Street campus and Private site for Jefferson
Octavia Academy	TK-8	455	2010	LAUSD	3010 Estara Ave Los Angeles, CA 90065	Prop. 39 Co-located
Palmati Academy	TK-8	362	2011	LAUSD	6501 Laurel Canyon Blvd. <u>N. Hollywood, CA 91606</u> 8001 Ledge Avenue Sun Valley, CA 91352	Split Campus; Prop. 39 for both sites

ISANA's immediate need is to develop its Himalia Academy, currently located at 4 locations. ISANA purchased the two Central Avenue sites as part of a plan to develop a larger campus. No conditional use permit is required for these locations as ISANA is currently occupying the sites with modular classrooms. The Wadsworth and S. Broadway are currently being leased with an expiration on June 30, 2022.

It is contemplated that during the construction of the Central Avenue sites, the students currently at the Central sites will be temporarily moved to Wadsworth and S. Broadway sites. Minor improvements, such as ADA compliance, will need to be addressed at the Wadsworth and S. Broadway sites during the construction of the Central sites. After the completion of the project, Himalia will grow to 1,200 students from the current enrollment of 710.

Background of ISANA

ISANA is a non-profit charter management organization that runs 6 high quality public charter schools in Los Angeles. We serve approximately 2,900 students from transitional kindergarten through 8th grade.

The word “isana” means “sun” in 3 districts in Eastern Uganda (the Budaka, Kibuku, and Pallisa districts). There are approximately 410,000 people who are mother-tongue speakers of this language. This name was chosen through collaborative input from our students, families, and staff. A sun to us represents the promise of a new day and a new hope for each of us.

We have turned ISANA into an acronym that represents who we are Innovative, Socially-Aware, Network of Achievers.

The mission of ISANA is to provide schools where all students will thrive in an atmosphere of high expectations and engaging curriculum with challenging learning activities. To do this, ISANA creates and operates high-quality charter schools that serve communities in Los Angeles, and offers programs for children and their families, including after-school, evening, and summer programs.

Attached is ISANA’s 2019 audit for your review.

Development Services Options and Scope of Services

Fee Developer: Overall program management and coordination with the planning, design, permitting, and construction of a charter school facility. The fee developer will not be responsible for the financing of the project. Services may include the following:

- Help create conceptual facility plan.
- Research and identify proper entitlements to allow property use for the educational purposes.
- Retention of sub consultants necessary to prepare zoning application to present to local zoning authority.
- Help with the selection of architecture firm, survey firm, a civil engineering firm, a geotechnical firm, and a general contractor.
- Coordinate the permitting process which includes submitting plans that meet governing standard for planning requirements, design reviews, potable water, wastewater service, fire departments, health department requirements, drainage studies, building department standards, construction permits, traffic studies, etc.
- Prepare bid package for general contractors

- Summarize and compare bid package from general contractors
- Provide construction management to oversee the construction project
- Coordinate with general contract to get all final inspections completed and obtain a Final Certificate of Occupancy.

Turnkey Developer: In addition to providing all overall program management and coordination of development services, a turnkey developer will finance all costs of construction. After the construction of the new campuses, the turnkey developer will lease the properties to ISANA with a long-term lease and purchase option.

Minimum Qualifications

- Demonstrated experience with educational facilities of a similar type, size and complexity to that of this project and property.
- Ability to provide 100% performance and payment bond for the project, if required.
- Hold appropriate and current state licenses to engage in the business within California.
- Understand and comply with all building codes, statutes, and rules governing charter school construction/renovation.
- Have knowledge of and comply with construction reporting requirements for public charter schools in California.

Key Dates

RFP Issuance: August 18, 2020

Questions due from proposers: August 27, 2020 at 1 PM PDT

Answers provide back to proposers: By September 2

RFP response deadline: September 10th at 1 PM PDT

Zoom interview, if necessary: TBD

Contact and Submittal Information

Please submit your questions and your proposals in an electronic format to the following parties by the RFP deadlines.

Nadia Shaiq, Executive Director: nshaiq@isanaacademies.org

John Vargas, Chief Operations Officer: jvargas@isanaacademies.org

Kiumars Arzani, CSMC: karzani@csmci.com

John Phan, Campanile Group, Inc.: jphan@campanilegrp.com

RFP questions

General Questions

Your response to the general questions below could be provided in a word document or slide deck.

1. Provide general information about your firm, key qualifications of the firm and staff, and relevant experience.
2. Provide a brief description of three project your firm has completed within the last 5 years. Include gross square footage, description of project, project costs, approximate start and completion dates, and references that ISANA can contact.
3. Affirming statement that your firm complies with the minimum qualifications.
4. Provide ISANA with any additional information that may be pertinent to the proposed project.

Fee Developer Questions

5. Assuming the following hypothetical project costs before financing, capitalized interest, and developer's fee, provide your proposed developer fee. If your developer fee is based on a percentage, are there any costs excluded from the calculation? Is your developer fee contingent on financing? When would the developer fee be paid?

Land Acquisition ¹	2,000,000
Soft Cost	2,000,000
Hard Cost	<u>11,000,000</u>
Project Cost ²	15,000,000

(1) Land already owned by ISANA

(2) Excludes financing costs, capitalized interest, developer's fee.

6. It is contemplated that a bond or a loan will finance the total project. Before closing on a financing, preliminary entitlement and design/architecture fees will likely be incurred. Is your firm willing to lend ISANA a portion of the upfront soft costs? If so, at what terms?

Turnkey Developer Questions

7. Assuming a project costs of \$15,000,000 as detailed above, construction timeline of 1 year, and no rent payments the during the construction period, provide the following:
 - Estimated additional cost above the project cost like financing fees, attorney fees, etc.
 - Term of lease and renewal options
 - Rent cost during the term of the lease
 - Purchase option including price and timeframe

8. Assuming a project costs of \$15,000,000 as detailed above, construction timeline of 1 year, and no rent payments during the construction period, rent abatement of \$300K in year 1, \$200K in year 2, and \$100K in year 3, provide the following:
- Estimated additional cost above the project cost like financing fees, attorney fees, etc.
 - Term of lease and renewal options
 - Rent cost during the term of the lease
 - Purchase option including price and timeframe

Disclosures

ISANA reserves, at its sole discretion, the right to reject any and all proposals; to waive informalities and irregularities in proposals received; and to request clarification of information contained in proposals received. ISANA also reserves the right, at its sole discretion, to negotiate with all qualified proposers.