

1/12/18

Responses to Questions Received – Questions in black font, responses in red font

1. Are the page counts listed for single-sided or double-sided pages? (For the purposes of this proposal, is 5 pages 5 sides or 10 sides? **5 pages = 5 sides.**
2. Does WCU have a preference for revenue-producing space (office, retail/commercial, etc.)? **No.**
3. Pro forma development requested in Approach – do you want a full pro forma in this round, or just the approach for our pro forma development? **Just the approach for your pro forma development is requested. Full pro forma would be in the next round.**
4. Is there a specific desired bed count, could you provide the last market study by the university? **We do not have a specific desired bed count in mind nor a market study, but here are some thoughts that may provide guidance: (a) we are concerned that the best developable property in the area around campus is not being maximized. So, efficient land use that maximizes bed count is important. (b) It may be appropriate to consider multiple phases so that the project can grow in synch with the University.**
5. We have a concern regarding Section 7. References and Background Checks on page 14 of the RFQ, specifically: "Submission of a response to this RFQ serves as consent for the Endowment Fund or WCU to perform credit and related background checks on all individuals and entities listed in Sections 2 and 3 above." This is an unusual requirement for this type of RFQ. It is the policy of our company that we cannot consent to credit and related background checks on behalf of individuals. We respectfully request that this requirement is removed from the RFQ. **Section 7 is hereby amended to read: "Section 7. References and Background Checks. Provide names and contact information of five (5) references from clients for whom the Firm developed similar projects." The language cited above is stricken. If you are a finalist or the selected developer, we can discuss any desired individual references at that time.**
6. Do you own both sides of Killian Road and would it be available for the development? **Yes, all property is on the table and we own both sides of Killian, except on the east side at the intersection with Blackhawk Rd. Specifically, the West Campus parcels are 7549-83-7905 and 7549-63-7273 on Jackson County GIS (<http://maps.jacksonnc.org/gomapsags/#>).**
7. The RFQ refers to a proposed long-term ground lease to be executed by the appropriate party for WCU and the selected developer. We do not see a duration for that lease and would like to know if 99 years is anticipated or if not, what the proposed lease term is intended to be. **The developer can propose a lease of up to 95 years.**
8. We would like confirmation that other commercial uses may be proposed as part of the student housing development and that such uses may be available to the general public as well. We would also like to know if there is a list of particular commercial uses that would NOT be allowed. **Other commercial uses are allowed and encouraged. We do not have a list of those that would not be allowed (other than illegal activity, of course). If there were a list, it would be very short and, in fact, I can't think of a single example. For this RFQ process, we can agree that there are no "bad ideas". When the time comes to enter an agreement, we'll work together to draft language that specifies what would be on the list, if anything.**
9. We have seen reference to "Minority, Women and Veteran Business Participation" being encouraged to respond to the RFQ and that the developer is encouraged to include such businesses on their team. Will there be any requirement for the selected developer's chosen General Contractor to meet any such goals with their subcontractors and suppliers and will there be any "prevailing wages" set for the construction labor? **No.....encouraged.**

10. Will there be any restriction on selling the project in the future... other than the obvious fact that any buyer will be subject to all of the same agreements and commitments to which the original developer was beholden? **Assignment or transfer of the property is permitted with the express written approval from the University.**
11. Has the specific acreage within the 344-acre Millennial Campus on which this project will be constructed been determined yet? **We have not attempted to specify that. We want to leave that open for developers to propose. And as stated in the RFQ, Proposed concepts may also include creative solutions that suggest additional property acquisition / redevelopment opportunities.**
12. Will the university's bus route/campus transportation system serve this proposed student housing development? **WCU currently offers off-campus student housing providers the opportunity to contract with WCU transportation to provide custom routes for WCU students at-cost. But this might also be a very good example of a component of the proposal that might constitute a University contribution to the partnership.**
13. What does the university have in their possession now in the way of due-diligence documentation and will they provide that documentation to the developer, and if so, at what point in the process will they provide it? Such documentation would include, but not be limited to, the following:
 - a. Boundary Survey
 - b. Topographic Survey
 - c. Phase I, II and/or III Environmental Audits
 - d. Stream and Wetland Delineation
 - e. Geotechnical and Soils Analysis
 - f. Existing Utility Capacity Letters
 - g. Endangered Species Assessment
 - h. Archaeological Assessment
 - i. Title Search, Title Report
 - j. Zoning Confirmation Letter
 - k. Traffic Impact Studies
 - l. Other?

The University has some limited information as described above. Information that is available will be shared with any finalist.

14. Does the university have any desire for the development to include "Green-Built" or "Sustainable" or "LEED Recommended" design and construction efforts and techniques? **WCU encourages sustainable development concepts, but the efforts/techniques cited above are not a requirement in this project.**
15. Are there any standard/normal development entitlement requirements, processes or fees that the developer will not be subject to because of its status as a major public university of the State of North Carolina? **Construction of this project will be under the jurisdiction of Jackson County. We are not aware of any exemptions that would apply.**
16. What are the number of beds and/or rooms needed for the project? **Not specified. See 4 above.**
17. What are the maximum number of floors permitted per structure? **Architectural massing must appropriately complement the positive conceptual massing and rhythm of the surroundings. But we are also concerned that the best developable property in the area around campus is not being maximized. So, efficient land use that maximizes bed count is important.**
18. What are the maximum number of buildings permitted? **There is no maximum or minimum.**

19. What amenities are desired in the project, such as swimming pools, recreation areas and will any or all require temperature control? **WCU does not expect to drive these decisions. These are decisions that the developer should make.**
20. How many parking spaces will be allowed and how many will be allotted for students, faculty and visitors? **This is also a developer decision to be proposed.**
21. Are there any grants, subsidies or any other type of assistance available for the project? **We are not aware of any from external sources. University participation in the project could be a component of the proposal.**
22. Is any of the commercial space for use by the University? **We do not currently have need for such space, but WCU could be a potential tenant in future years for office space or other operational space needs.**
23. Will security be provided by campus police or will it be part of the project's responsibility? **"Security" is the project's responsibility. WCU Police has a reciprocating agreement with Jackson County Sheriff's department and might be dispatched on their behalf from time to time.**
24. What income or revenue is expected by the University from the project? **None other than the cost of the ground lease. We will seek an appraisal of the proposed property to establish a fair market value for the ground lease. The only reference point we have that we could provide you is a similar appraisal we commissioned for a similar project on the millennial campus adjacent to the Health and Human Sciences Building for a Medical Office Building, which we are currently pursuing with a developer. That appraisal assigned a fair market value on the specified property of \$4,704/year/acre. We may also suggest a Common Area Maintenance fee for instances of shared use as the development plan evolves. But this will be a point of negotiation, and is not a requirement.**