



# HOUSING AUTHORITY OF THE CITY OF LOS ANGELES

AN EQUAL EMPLOYMENT OPPORTUNITY - AFFIRMATIVE ACTION EMPLOYER

2600 Wilshire Boulevard • Los Angeles, California 90057 • (213) 252-2500

TTY (213) 252-5313

PRESIDENT AND CEO  
DOUGLAS GUTHRIE

May 14, 2018

Ladies/Gentlemen:

**SUBJECT: ADDENDUM NO. 10 TO RFP HA-2017-97  
Rancho San Pedro Developer RFP**

This letter serves as Addendum No. 10 to the Rancho San Pedro Developer Request for Proposals (RFP) and is made a part of solicitation HA-2017-97. As a reminder, please include the acknowledgement of all addendums (4 through 10) in your submission.

1. Financial Workbook **UPDATE:**

Please find enclosed within this addendum, updated Excel workbooks –“RSP DevProposal Example Version 2.2” and “RSP DevProposal Example Version 3.2”.

Formula corrections were made to the workbook to capture Other Tenant Income in the Effective Gross Income of the “DeveloperEntry” tabs Phase 2 through 6.

2. Question: It appears as though the RFP’s Pro Forma is double counting the utility allowance. Is the utility allowance already baked in the hard cells? Meaning, should I delete the utility allowances on the pro forma sheet. When I do that, the revenues tie. Guidance on this would be helpful.

Please note that for the RAD units, the Utility Allowance is added to calculate the Gross Rent (Contract Rent + Utility Allowance). However, when calculating the rental revenue, it is using the cell from the Net Rent, which is the Gross Rent – Utility Allowance. The Net Rent is also equal to the RAD Rent with the 2018 OCAF. Therefore, the Utility Allowance is not included in the Total Net Rent or Annual Effective Gross Income.

For the PBV units, Gross Rents are based on the Voucher Payment Standards (VPS). The VPS is the maximum subsidy HACLA can provide toward the contract rent (rent plus utility allowance). The Total Net Rent excludes the Utility Allowance.

3. Financial Workbook: Reminder, in reference to Addendum No. 4 question 8:

HACLA encourages proposers to review the workbook at an early stage and confirm whether the inputs for each development component allow for capturing their unique project

and financing characteristics. HACLA will be willing to have one-on-one orientation sessions with individual proposer to answer any questions that they might have regarding the Financing Workbook. Please contact Swan Lam for setting up an appointment.

Please schedule an appointment for any last minute assistance on the workbook that you may have on or before Thursday, May 17, 2018. HACLA is available to respond to questions regarding the Financing Workbook during the following time slots:

Tuesday the 15<sup>th</sup>: 10am-5pm PST  
Wednesday the 16<sup>th</sup>: 10am-3pm PST  
Thursday the 17<sup>th</sup>: 10am-5pm PST

We look forward to receiving your proposal.

Sincerely,



Douglas Guthrie  
President & CEO

**ACKNOWLEDGEMENT:**

I have received and reviewed **Addendum No. 10 to RFP HA-2017-97:**

Proposer: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Please include this signed Acknowledgement in your proposal to the RFP.**