

**PROJECT HOMEKEY  
REQUEST FOR INFORMATION FOR PROPERTY OWNERS/OPERATORS**

Dear Property Owners/Managers,

In July of 2020, the State of California launched a \$750 million program called “Project Homekey”, with the aim of helping local communities rapidly acquire hotels, motels, commercial buildings, and other creative properties in order to rapidly house people experiencing homelessness during the COVID-19 pandemic. By December 29, 2020, the program had resulted in the acquisition of 94 projects statewide, representing 6,029 units of permanent housing for individuals experiencing homelessness. Marin County received approximately \$8.6 million to aid the purchase of 63 new units of permanent supportive housing in San Rafael and Corte Madera.

Given the success of “Homekey 1.0”, in January of 2021, Governor Newsom’s proposed FY21-22 budget included another \$750 million allocation for “Project Homekey 2.0”. While this funding has yet to be approved by the Legislature, if the speed of Homekey 1.0 is any indication, approval and a new call for applications could come as early as May, and would likely include an expedited timeline with funding recipients required to close on properties by the end of the calendar year.

To that end, the County of Marin is contacting property owners/operators to solicit interest in potentially selling a property to the County and/or its development partner, contingent on grant funds being awarded and approval of an Option to Purchase Agreement by the Marin County Board of Supervisors. Appropriate properties include (but are not limited to): hotel/motel properties, certain commercial properties, mobile home/RV parks, and other properties that could be used for interim or permanent housing.

General minimum criteria for the County are as follows:

- Meets current building and safety codes.
- Could be occupied within 30 days of close of escrow
- Able to legally commit to a purchase and convey all real property interests, including land and buildings, and close escrow no later than December 31, 2021 or sooner.
- No existing lawsuits, incurable liens or other clouds on title that would prevent an expedited purchase.

Preferred attributes and amenities include, but are not limited to,: minimum of 20 units currently existing, kitchenettes, ADA accessible rooms, common areas and parking, laundry facilities, onsite food preparation and storage facilities, meeting or community rooms, and close access to public transit.

At this time the County is not pursuing long term leases as an option and our understanding is that grant funds are not available for long term leasing arrangements.

The State of California has not yet released the official Request for Proposals (RFP), so the exact timeline and program requirements are not yet available. Information about the prior funding cycle of the program is available through this link: <https://www.hcd.ca.gov/grants-funding/active-funding/homekey.shtml>, and will be updated once the State's RFP is released.

The County of Marin is basing this solicitation on existing information about the program, but requirements may change in accordance with the RFP. In order to be in the top tier of applicants, the County must identify prospective properties that fit our criteria as soon as possible. Once the RFP is released, the County will submit the grant proposals as quickly as possible and expects to complete the purchase of the property no later than (and possibly before) December 31, 2021. (Note all dates are subject to change pending the release of the State RFP.)

Due to the extremely short timeline, we ask that interested parties submit a response through <https://www.marinhhs.org/rfp/2021-11> no later than May 14, 2021, indicating that you are interested in selling your property to the County or its development partner at fair market value. (This RFI will remain open until further notice, but given the anticipated timeline associated with the funding opportunity, responses received after May 14 may not be reviewed.) Fair market value will be determined by a County sponsored appraisal of the motel by a State accredited and licensed Real Estate Appraiser.

Please include the following information:

- Address/location of site
- Number of available rooms
- Number of ADA accessible rooms
- Number of rooms with kitchenettes, if any
- List of Amenities (pool, laundry, meeting rooms, etc.)
- Known defects/items requiring repair
- Asking price, with the understanding that the State requires the County to have an appraisal of the property conducted and the contract price will not exceed the appraised value.
- Other terms of sale
- Whether the property is currently occupied, and, if so, under what terms
- Any confidentiality requirements
- Other pertinent information

Once responses are received, County staff will evaluate each response and determine the most desirable candidates to pursue for grant funding. The County may submit grant applications for multiple locations so that additional time can be spent determining the property most likely to serve the County's needs and also be able to successfully complete a purchase by the funding deadline.

If you have any questions please submit questions through <https://www.marinhhs.org/rfp/2021-11> by May 7, 2021.