



# Request for Proposals "RFP" To Develop Senior Housing in China

EQUITY FINANCE LIMITED - Request for Proposals

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## EQUITY FINANCE LIMITED - Request for Proposals

### **Objectives of the Request for Proposals**

EQUITY FINANCE LIMITED is soliciting proposals from developers qualified to construct, maintain, and manage a senior rental complex in the People's Republic of China (PRC). EQUITY FINANCE LIMITED anticipates that the residential community will be comprised of 100+ apartment units. The senior rental apartments may be age-restricted to individuals or households aged 55 or over; or to individuals or households aged 62 or over.

The development of the housing community shall adhere to the regulations of the Civil Administration and Development and Reform Commission EQUITY FINANCE LIMITED's objective is to facilitate the development of senior housing within the PRC by a private developer. Concept layout and site design should be submitted to EQUITY FINANCE LIMITED, along with all necessary documentation, including:

1. Approval from the Civil Administration and Development and Reform Commission;
2. Land Certificate, no less than 33 acres (200 mu), available as collateral;
3. Business License;
4. The construction land planning license;
5. Open Bank Account Permit;
6. Tax Registration Certificate;
7. Bank Card for this account;
8. The organization code certificate;
9. The identity card of the legal representative;
10. The land red line in Fig.;
11. Introduction of the company;
12. Project Detail;
13. A description of the use of funds and source of repayment;
14. Other documents as may be deemed necessary by EQUITY FINANCE LIMITED.

The development of this affordable housing in China will provide much needed rental apartments for senior citizens in a location that is in close proximity to daily goods and services.

### **Project Location**

The site should be of sufficient size to provide a minimum of 100 one-bedroom units, with a minimum of 33 acres, or 200 mu.

The site should be relatively free of environmental constraints such as wetlands, streams and steep slopes. The site must have access to public water and all utilities.

## **The Project and Financing**

EQUITY FINANCE LIMITED has determined the market for senior housing in China is just beginning to materialize, with incredible demand and relatively little supply of senior housing in general, and practically no availability for middle class senior housing.

Toward this end, EQUITY FINANCE LIMITED has committed up to USD \$153,000,000 (1 billion RMB yuan) in loan funds for this project. The loan shall be for a term of ten (10) years, at an annual interest rate of 3 percent. A two percent (1%) processing fee shall be paid upon preliminary acceptance of the application, and a loan insurance premium, typically 1.8 percent, shall be due at closing. A term sheet shall be issued upon final approval by an independent third-party loan insurance underwriter. Funds will be disbursed at closing, per the term sheet.

## **Scope of Service for the Developer**

The Developer selected by EQUITY FINANCE LIMITED is expected to negotiate and enter into a Developer's Agreement with the appropriate governmental authorities which will set forth the responsibilities of the respective parties and applicable time frames for accomplishing key objectives.

The Developer is expected to perform, at its sole expense, all necessary predevelopment activities associated with the projects. These include, without limitation; site inspections, surveys, environmental investigations, preparation of engineered site plans and securing site plan approval and all other agency approvals, preparation of architectural plans including residential building construction documents and the securing of building permits for the project. Plans and specifications are subject to Chinese government and EQUITY FINANCE LIMITED approval to ensure consistency with the design principles of both parties.

In addition, the Developer is responsible for structuring the financing application for the development, providing the collateral, personal guarantees, equity and eligibility for the financing needed to complete the project, including construction loans, subsidies, etc. EQUITY FINANCE LIMITED expects the project to be constructed in one phase; the developer has the option to present phasing, subject to the approval of EQUITY FINANCE LIMITED and appropriate Chinese government entities.

## Submission Requirements

1. For the site, the Developer should provide proof of control of a site within the PRC. The Developer should also prepare a general description of the proposed development to confirm that the Developer is familiar with the project desired by EQUITY FINANCE LIMITED including number and size of residential units, parking spaces, amenities, storm water basin, etc. In addition, the Developer should provide cost estimates for the total project and show availability or capability of securing the financing necessary to cover the cost of the project. A narrative should be provided that includes the respondent's intended approach to the scope of work. Anticipated sources of additional funding should be specified, with a pro forma statement. A contact person and phone number, fax number and email for the respondent are required.
2. A statement regarding proposed compliance with Chinese government regulations concerning resident income qualifications, affirmative marketing, controls on affordability, etc.
3. A statement of the respondent's qualifications and experience that demonstrates knowledge of the law and regulations governing these types of developments and conveys experience in construction and development. The respondent shall submit proof of not less than ten (10) years of experience in construction. The statement should identify the name and location of each residential development constructed and proposed federal and state programs for financing and rental assistance programs.
4. A statement regarding the organization of the respondent, identification of the Developer's team and the proposed organization of key personnel by name, title, and reporting relationship. This section should name the project manager and other key people to be assigned to this project.
5. Current financial statement of the Developer company.
6. Three references which should state the nature of the relationship to the respondent and the name, telephone number, fax number and address of the person at the reference who is most familiar with the work performed.

## **Selection Process**

EQUITY FINANCE LIMITED will consider as “non-responsive” any submission for which critical information is lacking, or any submission which represents a major deviation from this RFP. Minor omissions may, at the sole option and discretion of EQUITY FINANCE LIMITED be corrected within five business days of notification of the deficiency by EQUITY FINANCE LIMITED

EQUITY FINANCE LIMITED will evaluate the responses utilizing the evaluation criteria listed below. Personal interviews with the respondent(s) with the most compelling proposals will be scheduled during August 2016. EQUITY FINANCE LIMITED intends to select a Developer by September 30, 2016. EQUITY FINANCE LIMITED reserves the right to reject any or all proposals, to not select a developer and to re-advertise this RFP or another RFP for this project. Selection of a respondent as the prospective developer does not guarantee EQUITY FINANCE LIMITED will enter into an Agreement with the respondent or that the projects will proceed in the manner described in this RFP. Respondents are hereby notified that all information submitted as part of or in support of their response to this RFP will be available for public inspection. All costs associated with the RFP shall be borne by the respondent.

## **Evaluation Criteria**

1. Demonstrated site control of a property within PRC of a sufficient size, location and access to utilities to support a project as described in this RFP.
2. Developer’s qualifications and experience in construction and development of housing projects;
3. Qualifications and experience of Developer’s professional team in constructing buildings and related site improvements;
4. Compatibility of the Developer’s project and design approach with the project as described herein and design principles for EQUITY FINANCE LIMITED;
5. Qualifications and experience of development team members and staff specifically assigned to the project;
6. Developer’s experience in meeting schedules on similar projects; and

7. Developer's capacity to successfully secure adequate additional funding and private capital to finance the project, if needed.

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## **Submission Instructions**

Responses to this Request for Proposals shall be received at the office of EQUITY FINANCE LIMITED no later than 2 p.m. on Monday, August 1, 2016.

Each response to this RFP shall be in a sealed envelope or container addressed to:

James Whitehead, CEO

EQUITY FINANCE LIMITED  
Victoria Plaza, Buckingham Palace Rd,  
London SW1W 0SR  
United Kingdom

And marked:  
Senior Housing Proposal

Or emailed to: [james@equityf-limited.com](mailto:james@equityf-limited.com)

Four (4) copies shall be submitted. Responses may be mailed or emailed  
Questions may be directed to Mr. James at the above email address.