

*THE UNIVERSITY OF SOUTHERN MISSISSIPPI*  
Gulf Park Campus Student Housing Development  
Request for Qualifications #18-06

**1. Scope of the Request**

The University of Southern Mississippi Gulf Park Campus is seeking responses to a Request for Qualifications (RFQ) from student housing developers to create a development of approximately 150 beds of new student housing. This housing may or may not be developed on university owned property. The University is seeking developers with prior experience building student housing on or adjacent to college or university campuses using either or both of the following financial approaches: 1) public/private partnership (more commonly referred to as a 'P3' project); and 2) privately financed, constructed, and managed properties.

Ultimately, the selected developer will provide a turn-key project to include all services associated with the location, potential property acquisition, demolition, financing, design and construction of this student housing project, as well as facility management and operation.

Qualified firms should have experience in property acquisition, demolition, planning, design, construction, furnishing, and financing student housing on other college and university campuses, along with experience in managing and operating student housing on a college campus.

**2. Process of Selection**

All interested parties who intend to submit a response are asked to provide an Intent to Bid that is located under RFQ 18-06 on the USM Procurement Bid Calendar at <https://www.usm.edu/procurement-contract-services/current-bid-opportunities> . Final responses to this RFQ should be submitted no later than 2:00 PM CDT on Thursday, October 19, 2017.

If you are mailing your response package via U.S. Postal Service, mail to:

The University of Southern Mississippi  
Procurement Services  
118 College Drive #5003  
Hattiesburg, MS 39406-0001  
RFQ 18-06

If you are sending your response package via Federal Express or UPS, or any other delivery service which requires the use of a physical address, deliver to:

The University of Southern Mississippi  
Receiving Department  
2609 West 4th Street  
Hattiesburg, MS 39401  
RFQ 18-06

- A. Upon receiving the responses, a university selection committee will review and *potentially* interview a select number of firms to reach a short list of 3-5 developers.
- B. To qualify for selection, developers must provide examples of prior development experience for higher education clients, including:
  - a. Project Type and Size. Development of a student housing project with 100-200 beds at a total cost of \$6-10 million;
  - b. Financial Approaches. Use of the following financing approaches to build student housing projects on the scale noted in the prior subsection:
    - i. A P3 approach – in which revenues from the leases will cover the cost of the project (Developers should provide the term used for debt retirement as part of their response.)
    - ii. An entirely privately financed project (i.e., developer buys land, constructs facility, and uses lease revenue to cover debt)
  - c. Alternate Approaches. If a developer has the required experience noted in subsections (a) and (b) above and they also have knowledge and experience with additional financial approaches to support a housing project of this scale, they are welcome to submit this information. However, alternative approaches cannot be substituted for the required experience in subsections (a) and (b) above.
- C. Upon receiving project approval from the Mississippi Institutions of Higher Learning, the short-listed firms will be asked to respond to a Request for Proposals (RFP) for the project.
- D. A university committee will then select the developer based on their proposal, including any interviews, consistent with the criteria listed in the RFP, with the intent of arriving at a guaranteed maximum price for the project shortly after the design phase.

### **3. Campus Information**

The Gulf Park campus of the University of Southern Mississippi, located in Long Beach, Mississippi, currently does not offer a housing option to students. In 2016, in anticipation of expected growth and increased demand, the University engaged the

firm of MGT of America Consulting, LLC to conduct a housing demand analysis for this campus. The results of this study can be obtained upon request.

In addition, The University of Southern Mississippi Gulf Park campus recently completed a campus master plan and it can be found at the link below:

[https://www.usm.edu/gulfcoast/sites/usm.edu.gulfcoast/files/groups/about/pdf/usm-gp\\_master\\_plan\\_report\\_oct\\_28\\_2016.pdf](https://www.usm.edu/gulfcoast/sites/usm.edu.gulfcoast/files/groups/about/pdf/usm-gp_master_plan_report_oct_28_2016.pdf)

#### **4. Inquiries**

All inquiries concerning this RFQ should be submitted in writing (email) and received no later than 4:00 PM CDT on October 5, 2017 to:

Deidre Edwards  
Buyer  
Deidre.edwards@usm.edu

Responses to inquiries will be made in writing and, if applicable, will be provided to all those who provided an Intent to Bid email.

#### **5. Response Copies**

Please provide 5 hard copies and 1 jump drive containing an electronic version of your submittal.

#### **6. Rejection of Responses**

The University in its sole discretion, expressly reserves the right to reject any or all responses or portions thereof, to reissue an RFQ, and to waive informalities, minor irregularities, discrepancies, and any other matter or shortcoming.

The University may make a short-list selection based on the initial offers received, without discussion or interviews; therefore, initial responses should contain clear and accurate information.

#### **7. Response Confidentiality**

The University makes no warranty that trade secret material, or other material deemed confidential and submitted by the developer, will remain undisclosed due to the Public Records Act and makes no commitment to deny or defend a Public Records Act request or lawsuit except to give notice thereof.

Except as determined by the University, in its sole discretion, no information will be given regarding any responses or the evaluation process, except as required by law.

The University appreciates your participation in this process.