

AZURE PRINTED HOMES PROPRIETARY



Tiny Homes RFP Response
August 5, 2024

Response to Request For Proposal for:
Provision of Tiny Homes, Preparation of Site, Delivery to Site, Installation or Construction of
Tiny Homes, and Supportive Services for Unhoused Residents
August 5, 2024



Azure Printed Homes, Inc is pleased to submit this Proposal to:

City of Camarillo, CA



ATTN:
James Fowler jfowler@cityofcamarillo.org

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LETTER OF TRANSMITTAL



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Mr. James Fowler

City of Camarillo

601 Carmen Drive
Camarillo, CA 93010

Dear Mr. Fowler,

I am writing as an authorized representative of Azure Printed Homes, Inc. and Azure Construction, Inc. (collectively referred to as "Azure"). Azure is well positioned, qualified, and experienced in manufacturing tiny homes, preparing the site, deliver to site, and installing Tiny Homes. We have identified Kingdom Causes, Inc. DBA CityNet as a suitable and qualified partner to provide supportive services, and this proposal is filed jointly with CityNet.

Azure Printed Homes, Inc. EIN: 88-1535284
18101 South Figueroa Street Gardena, CA 90248
424-298-2674 (Main)

Azure Construction, Inc
A wholly owned subsidiary of Azure Printed Homes, Inc.
California General Contractor License No 1058246, Classification: B

Designated Azure Signatory:
Gene Eidelman President
gene@azureprintedhomes.com
310-525-0864 (Mobile)

Gene Eidelman has the authority to obligate the organization, negotiate with the City of Camarillo, and execute any agreement that may result from such negotiations on behalf of Azure Printed Homes, Inc. Cover letter from Kingdom Causes, Inc. DBA CityNet is in their proposal on page 4.

We are excited to partner with the City of Camarillo and CityNet in the provision of tiny homes and services outlined in this RFP and are grateful for the opportunity to present ourselves as a candidate through this proposal.

DocuSigned by:

D859C14740E2466
Authorized Signer Signature

GENE EIDELMAN

Authorized Signer Name

Azure Printed Homes, Inc., 18101 S. Figueroa Street, Gardena, CA 90248



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GENERAL INFORMATION

Azure Printed Homes, Inc. and its subsidiary Azure Construction, Inc. (collectively referred to as "Azure" or the "Company"), is deeply committed to revolutionizing the construction industry and providing high quality tiny homes for unhoused residents. Our primary focus is on the accelerated and cost-effective construction of tiny homes, ADUs and affordable homes, all while upholding environmental sustainability as a core value. Azure was established in August 2019. In March 2022, the Company patented an innovative process and design that harnesses the potential of 3D printing technology and recycled polymers and fiberglass. This paved the way for commencing manufacturing operations in 2023. The tiny homes will be manufactured in Azure's Gardena factory meeting the requirements of the Build America Buy America Act (BABA). The sitework and installation of the tiny home will be performed by Azure Construction, Inc., a licensed California General Contractor.

Azure's in-house capabilities are extensive, seamlessly integrating every aspect of the construction process, spanning from design and manufacturing to permitting and installation. Our project portfolio is a testament to our versatility, featuring a wide array of structures, from compact backyard studios to ADUs, affordable homes and tiny homes (as shown in pictures below). Azure tiny homes comply with the most recent ANSI A199.5 standards for Recreational Vehicles/Recreational Park Models and are specifically designed for mobility (relocatable), and recycling. To date, we have catered to the needs of over 70 clients. Azure's journey embodies a commitment to reshaping the construction landscape while emphasizing sustainability, efficiency, and excellence. We are located at 18101 South Figueroa Street, Gardena, CA 90248. Office phone number is (424) 298-2674.





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AZURE TEAM QUALIFICATIONS



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Ross Maguire, CEO, MS in Civil Engineering from University of Nottingham, 15 years in construction, design, manufacturing and project management.



Gene Eidelman, President, MBA from Pepperdine University, developed over 3,000 residential units and over 50 commercial and educational projects over a 35-year construction and development career.



Eric Corbett, Chief Creative Officer, 30 years of entrepreneurial work in Architecture & Design. Known for his ability to envision & strategize ground-breaking design concepts, he has led teams to complete internationally award-winning projects with clients that demand fresh perspective.



Ravi Gupta, Director of Engineering, BS Mechanical Engineering, USC, 12 yrs. in production, new technologies & machinery // extensive experience in large format additive manufacturing.



Eli Rogers, Director of Technology, MS Mechanical Engineering, Cal Poly-San Luis Obispo, 10 years in manufacturing & 3D printing.



Erik Padron, Construction Project Manager, 15 years of construction project management experience with Azure Construction and other California General Contractors.

Point of Contact for the City of Camarillo:

Gene Eidelman,
cell phone: (310) 525-0864,
email: gene@azureprintedhomes.com



REFERENCES



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Reference for CityNet

Reference 1

- Client name: City of Corona
- Address: 400 S. Vicentia Ave, Corona, CA 92882
- Contact person: Karen Roper
- Project name: Collaborative homeless services
- Dates worked performed: 2018 – present
- Summary of scope of services: Shelter Partner, Street Outreach, Housing Navigation, Case Management

Reference 2

- Client name: City of Riverside
- Address: 3900 Main Street, Riverside, CA 92522
- Contact person: Michelle Davis
- Project name: Multiple
- Dates worked performed: 2020 – present
- Summary of scope of services: Shelter Operator, Street Outreach, Housing Navigation, Case Mgmt

Reference 3

- Client name: City of Anaheim
- Address: 200 South Anaheim Boulevard, Anaheim, CA 92805
- Contact person: Sandra (Sagert) Lozeau
- Project name: Community Care Response Team (CCRT)
- Dates worked performed: 2021 - present
- Summary of scope of services: Anaheim Community Care Response Team - street outreach and citywide dispatched teams to respond to community and 911 calls that are homeless-related

References for Azure Printed Homes

Reference 1

- Client name: TreeBones Resort
- Contact person: John Handy
- Dates worked performed: 2023
- Summary of scope of services: Tiny Home for a development in Big Sur, CA

Reference 2

- Client name: Desert Glamping LLC
- Contact person: Alex Baytalsky
- Dates worked performed: 2024-Present
- Summary of scope of services: 30 Tiny Homes for a new development in Joshua Tree, CA

Reference 3

- Client name: Global Glamping LLC
- Contact person: Devon Towle
- Dates worked performed: 2024-Present
- Summary of scope of services: 25 Tiny Homes in 6 states



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CITY NEEDS AND PROPOSED SERVICES

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Description of Azure's understanding of the City's needs and a plan demonstrating how Azure will satisfy these needs, including whether Azure will provide all or only a portion of the requested services.

1. Manufacturing of six (6) tiny homes to comply with the most recent ANSI A199.5 standards for Recreational Vehicles/Recreational Park Models by Azure Printed Homes, Inc. The units will contain an in-unit bathroom and efficiency kitchen. The units will be single story. One of the units will be ADA-compliant
2. Preparation of the vacant lot at 2361 Barry St for the operation of the six (6) tiny homes, including any needed utilities by Azure Construction, Inc., a California General Contractor
3. Delivering six (6) tiny homes to 2361 Barry Street within the City of Camarillo by Azure Printed Homes.
4. Installing tiny homes at the designated site by Azure Construction.
5. Providing supportive services for residents housed in tiny homes is proposed to be performed by Kingdom Causes, Inc. DBA CityNet.

Description of the services Azure and CityNet propose to provide

1. Manufacturing of tiny homes

Our manufacturing facility is 20,000 square feet and we can produce 40 modules per month. Our highly automated facility consists of 3D-printing equipment capable of printing three units a day, and stations for installation of electrical, plumbing, insulation and all other interior finishes. The units will contain an in-unit bathroom and efficiency kitchen. The units will be single story. One of the units will be ADA-compliant. We welcome you to visit our facility between August 12th and 14th, as proposed in the RFP.

Azure facility:

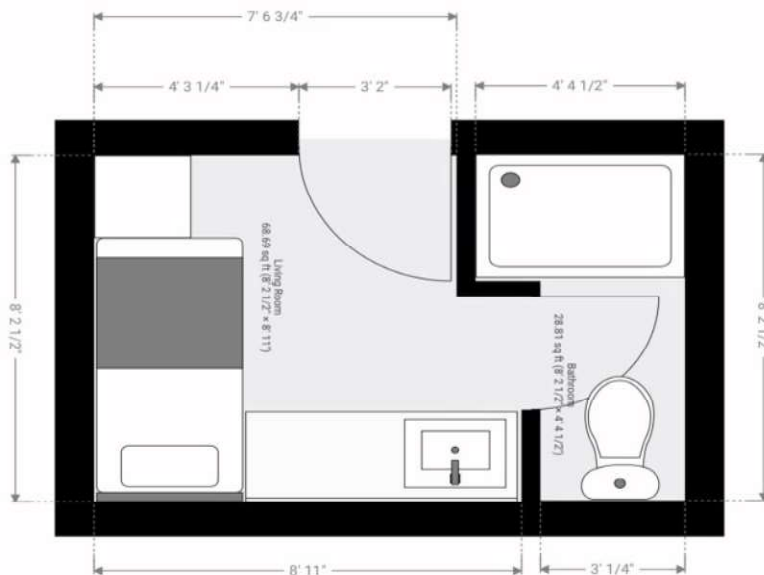




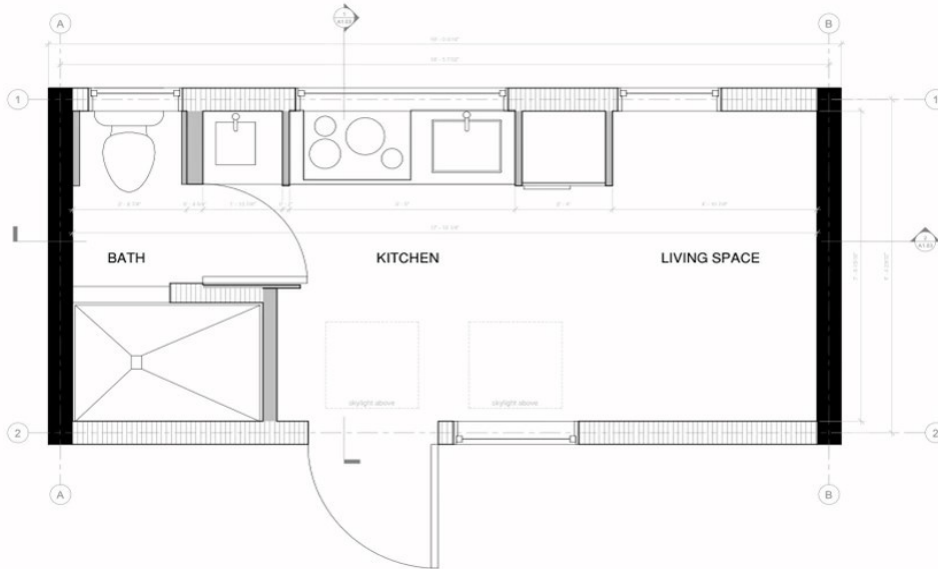
2. Unit Designs

All units will include electric cooking appliances, refrigerator, small sink, small food preparation counter, modest storage cabinets, modest bathroom with toilet, sink, and shower. HVAC is available as an option.

Below is a design for X-120-we propose to deliver five of these units.

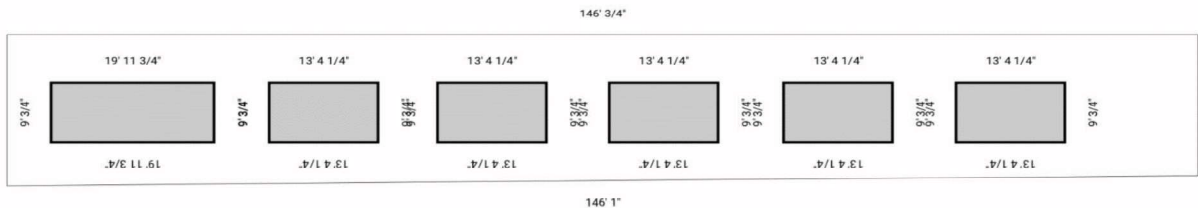


Below is a design for X-180, an ADA-compliant unit. We will deliver one of these units.



3. Preparation of the vacant lot at 2361 Barry St, Camarillo, CA

Azure Construction, Inc. is equipped with the necessary expertise, resources, and capabilities to ensure the successful installation of our units at your location. Our understanding is that emergency shelter/bridge housing is a by-right use in the Residential Planned Development (RPD) zone, meaning there is no discretionary process required for project approval (no Planning Commission/City Council meeting required for project approval). Design would be provided by Azure. The proposal includes underground utility connections as needed. The proposal includes allowance for modest landscaping and fencing. Following is a preliminary site plan for the development:



4. Delivery

The units will be trucked from Azure's Gardena, CA factory to the site fully assembled on trailers.

5. Installation

Units will be installed on a trailer with earthquake bracing. Units will be connected to existing electrical power, water and sewer. The unit features an exterior electrical panel, shown below, while all other utility connections will be accessible underneath the unit via a crawl space.



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Utilities will be seamlessly connected through a user-friendly plug-and-play system. Foundations under the units are available as an option, if they are requested or required.



SCHEDULE



- Contract Award: September 11, 2024
- Preparation of plans and specification: October 1-November 30, 2024
- Obtaining of permit from the City of Camarillo: December 1-December 31, 2024
- Site work: January 1-March 31, 2025
- Manufacturing of tiny homes: February 15-March 31, 2025
- Delivery of tiny homes: April 1, 2025
- Installation of tiny homes: April 1-April 15, 2025



INSURANCE



Our current insurance limits are as following:

Type of Insurance	Limits (combined single)
Commercial General Liability	\$2,000,000 / \$4,000,000 Aggregate
Business Automobile Liability	\$1,000,000
Workers' Compensation:	Statutory Requirements
Professional Liability:	\$2,000,000 (carried by CityNet only)

Before the contract is issued, Azure will increase its limits as following:

Type of Insurance	Limits (combined single)
Commercial General Liability	\$2,000,000 / \$4,000,000 Aggregate
Business Automobile Liability	\$2,000,000
Workers' Compensation:	Statutory Requirements
Professional Liability	\$2,000,000

Current insurance certificates are attached.



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COST PROPOSAL

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1. Providing six (6) tiny homes that are manufactured and comply with the ANSI standards. The units will contain an in-unit bathroom and efficiency kitchen. The units will be single story.

Product	Quantity	Price per Unit	Total
X-120	5	\$36,575.00	\$182,875.00
X-180 ADA	1	\$44,900.00	\$44,900.00
SET OF APPLIANCES - incl water heater, induction stove top, undercounter fridge & microwave	6	\$2,500.00	\$15,000.00
STAIRS	5	\$1,500.00	\$7,500.00
ADA Ramp	1	\$5,000.00	\$5,000.00

Total for tiny homes \$255,275.00

If requested, the additional cost will be as following:

HVAC	6	\$3,850.00	\$23,100.00
Fire Sprinkler (engineering)	1	\$7,000.00	\$7,000.00
Fire Sprinkler (install)	6	\$4,900.00	\$24,500.00

Total cost for additions, if they are requested: \$54,600.00 *Assumes a 1 ½" water main (depending on water pressure)

2. Preparation of the vacant lot at 2361 Barry Street for the operation of the six (6) tiny homes, including any needed utilities.

Product/Service	Quantity	Price per Unit	Total
Civil, Architectural and Structural Plans - incl pad design, drainage and hardscaping	1	\$30,000.00	\$30,000.00
Utilities:			
Trenching & Backfilling	150 ft	\$50.00	\$7,500.00

- Not including any surface finish repair (concrete etc)			
Water	150 ft	\$90.00	\$13,500.00
Sewer	150 ft	\$90.00	\$13,500.00
Electrical	150 ft	\$75.00	\$11,250.00
Connecting Units	6	\$900.00	\$5,400.00

Landscaping & Fencing Allowance			\$20,000.00
Installation:			
Supports, Tie Downs & Skirts - assuming foundation work has been carried out separately ready to connect supports and tie downs	6	\$8,000.00	\$48,000.00

Total design, utilities and installation (assuming no foundations) \$149,150.00

If foundations are required or requested, additional cost is as following:

Foundation Size	Quantity	Price per Unit	Total
9 x 13.5 Slab	5	\$9,500.00	47,500.00
9 x 20 Slab for ADA Unit	1	\$15,000.00	\$15,000.00

Additional costs for foundations, if they are requested or required: \$62,500.00

3. Delivery of six tiny homes to 2361 Barry Street, Camarillo, CA. \$5,500.00

Subtotal: \$527,025.00

Exclusions: any site work items unless specifically referenced, such as works that might be identified in development of civil plans such as site wide grading, site wide drainage, utility company costs for utility feed and access etc.



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PROPOSED SCHEDULE

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1. Contract Award: September 11, 2024
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AZURE SUMMARY

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Summary:

Thank you for the opportunity to submit the proposal in response to your RFP. Azure represents a dynamic and innovative force in the construction industry, poised to deliver high-quality, sustainable, and cost-effective solutions to manufacture, deliver and install six tiny homes. Our units are designed for mobility (relocatable), and recycling. We would welcome your feedback and look forward to giving you a tour of our factory. If you have any questions, please reach out to Gene Eidelman, cell: (310) 525-0864, email gene@azureprintedhomes.com, or Nick Glaser, cell (818) 800-4338, email nick@azureprintedhomes.com. Office phone number for both is (424) 298-2674.



CityNet has a history and reputation of being able to deliver quality services for the unhoused under intense community, government, and media scrutiny. In each case, CityNet has been able to staff the programs, intake and manage clients, appease community concerns and fears, satisfy city council requirements and visions, ultimately save the respective cities a lot of money and provide dignified services to the unhoused. Although CityNet's main expertise to provide street-level outreach to those experiencing homelessness, it is in their vision and current practice to utilize both prevention and diversion activities for even greater effectiveness at a fraction of the cost of what it takes to bring someone off the streets and into permanent housing.