

REQUEST FOR QUALIFICATIONS

CHOICE NEIGHBORHOODS HOUSING DEVELOPMENT PARTNERS



ISSUED BY: THE HOUSING AUTHORITY OF THE CITY OF GOLDSBORO, NC

ISSUE DATE: NOVEMBER 25, 2024

SUBMISSION DEADLINE: DECEMBER 30, 2024

A. INVITATION TO RESPOND

The Housing Authority of the City of Goldsboro (HACG) in partnership with the City of Goldsboro, North Carolina (City), as recipients of Choice Neighborhood Planning Grant from the United States Department of Housing and Urban Development for the West Oak Neighborhood (see attached map), intends to enter into an agreement with qualified proposers based on a competitive evaluation of submissions received. HACG is seeking Statements of Qualifications from qualified individuals, firms or development teams to undertake the development, redevelopment and/or rehabilitation of selected sites in Goldsboro, North Carolina. The West Oak Neighborhood will be a focus for the redevelopment of HACG properties, although this solicitation is intended to qualify firms for HACG projects throughout Goldsboro. Consistent with HUD goals for the Choice Neighborhoods Program, development/redevelopment projects will be oriented toward mixed-income developments in which public housing units are combined with market-rate units. HACG reserves the right to select multiple developers, if the opportunity presents itself, and to reject any and all submissions if they are deemed not qualified.

The Request for Qualifications (RFQ) will be utilized to develop a list of pre-qualified development partners. Once the development/redevelopment projects have been approved, HACG will issue project-specific development Requests for Proposals that the pre-qualified development partners can respond to. HACG will solicit input from the pre-qualified development partners in advance of future development RFPs to ensure the projects are feasible. It should be noted that HACG intends to be a co-developer on some or all of the projects. HACG may decide to assume management of developed projects after an agreed upon post-development time period.

B. DEVELOPMENT EXPERTISE REQUIRED

HACG seeks to prequalify development entities that have expertise in the following areas:

1. Developers must have extensive experience and financial resources to implement comprehensive housing development strategies. The successful Developer must demonstrate the ability and experience to develop and implement a mixed-income, mixed-finance, mixed-use development, using various funding mechanisms such as Low-Income Housing (LIHTC) Tax Credits, New Market Tax Credits, HOME, CDBG, FHLB, etc. Only Developers who have extensive experience in multi-phase, Choice Neighborhoods-like housing programs are encouraged to apply.
2. HACG intends to pursue a HUD Choice Neighborhoods Implementation Grant. HACG considers experience in Choice Neighborhoods development projects advantageous.
3. Prequalified developers will be expected to coordinate with and support the housing development program as part of the overall development effort including potential Section 3 employment opportunities and WBE/MBE participation. Developers must be willing to comply with procurement requirements, relevant regulations, and any other applicable provisions of federal, state and local laws. The Developer must not have any interest which would conflict with the performance of services required by this Request for Qualifications (RFQ).
4. Developers should have experience in all aspects of public housing/affordable housing development including planning, programming, design, development financing, budgeting, scheduling and tenant relocation.

C. THE CHOICE NEIGHBORHOODS PLAN

HACG plans on initiating a multi-year housing development program that aligns with the goals, objectives and proposals of the West Oak Choice Neighborhoods Plan, and a draft version of the plan can be accessed on the project website at: www.westoakchoice.com The Housing Plan outlines a holistic program of housing that responds to the varied needs of the neighborhood and its residents and HUD's goals for the Choice Neighborhoods program. The Plan identifies 13 separate development projects that range from full redevelopment, partial demolition and redevelopment/rehabilitation, and rehabilitation of existing housing. A wide range of housing types and project sizes is included in the program. While this housing development program will undoubtedly evolve and change over time in response to market demand, financing, and input of development partners, it serves as the point of departure for housing development program. The plans and images within the Plan are intended to provide guidance for future development but should not be interpreted by submitters as development proposals. The programs for all development projects will be determined by HACG/the City and the selected development partner. It is understood that certain pre-qualified firms may have expertise in particular types of development projects. Since the Plan calls for a range of development types with varied dwelling units and different densities, there is a need to pre-qualify multiple firms to ensure adequate capacity.

The goal for this solicitation is the prequalification of development partners suitable for each development type represented in the housing development program. Respondents are asked to submit qualifications for those housing/development types proposed in the development program that they are qualified for. A summary of the housing and project types envisioned in the West Oak Housing Development Program is provided below.

HOUSING AND DEVELOPMENT TYPES; WEST OAK HOUSING DEVELOPMENT PROGRAM

1. Mixed-Use Development. Two proposed mixed-use development projects are proposed within the program. The largest of these projects is the mixed-use development at the existing West Haven public housing site, which is described on pages 117 – 122 of the Draft Plan. The West Oak market study identifies 50,000 square feet of current demand for retail use. The West Haven site's location at the Highway 117 and Ash Street anticipates the capture of additional regional demand. Rental dwelling units are shown in a large six-story building and two smaller three-story buildings, each with first floor retail space.

The second mixed-use development is on the north side of Walnut Street between Center Street and James Street. This project is intended to expand the range of housing in the downtown area while also expanding retail, which currently is focused on Center Street. This project is described on pages 129 and 130 of the Draft Plan.

2. Large Site Rental Apartments/Townhomes. This development type is located on the northwestern portion of the existing West Haven public housing site, as shown on Figure 7.15 on page 115 of the Draft Plan. A total of 160 units of rental housing are proposed. The specific housing types proposed and the site plan layout will be determined in collaboration with the development partner. Figure 7.23 on page 125 provides a precedent image of the type of development envisioned.

- 3. Small Site Rental Apartments/Townhomes.** Five individual sites located along the Ash Street approach to downtown Goldsboro are proposed for 60 units of infill rental housing. Townhomes or small apartment buildings are envisioned, as discussed on page 128 of the Draft Plan.
- 4. New Single-Family Development.** Outside of downtown Goldsboro, the West Oak Neighborhood is predominantly a single-family neighborhood. In new housing workshops, existing residents expressed a preference for single-family housing. The housing development program proposes a combination of ownership and rental units as well as affordable and market-rate units. Three sites for new single-family dwellings are proposed. One site is the City-owned site located on Center Street immediately south of the downtown area (pages 126 and 127). The second site is the former public school site on Elm Street across from Dillard Academy (pages 131 and 132). The third site is the eastern portion of the existing West Haven public housing site (pages 115, 123 and 124).
- 5. Single-Family Family Rehabilitation and Additions.** Restoring a healthy housing market in the West Oak Neighborhood requires the rehabilitation of existing single-family homes, many of which are deteriorated. A development partner with experience in rehabilitation and additions to existing single-family homes is needed. A combination of affordable and market-rate housing is proposed. All units would be for ownership, as described on page 133.

C. DEVELOPMENT FINANCING

The Draft Plan provides high-level guidance on potential approaches to financing each proposed development. Upon selection of developers for individual projects, the developer must use its experience with mixed finance/LIHTCs under the North Carolina Housing Development Finance Agency (NCHFA) to explore and secure, in conjunction with the assistance of the HACG and the City, public and private funding sources to assist in financing the proposed redevelopment efforts. In some cases, the development sites are owned by HACG and the City, and the land could be a source of equity for financing. HACG is authorized to issue tax-free municipal bonds to finance public and mixed-income housing development.

The development partner may be required to develop, prepare and submit one or more mixed finance proposal/rental term sheet for each component of the redevelopment program. This proposal will be prepared in conjunction with the HACG and the CITY.

The mixed finance provisions will allow the HACG to enter into arrangements with not-for-profit and for-profit private developers to own public housing; and to transfer capital funds and operating subsidiaries to non-PHA owned properties. It is the responsibility of the development partner selected to be aware of and comply with any/all current, as well as any future “funding specific” rule and regulation changes, which may be implemented throughout the term of the project.

Potential financing sources could include: public housing capital funds, project-based Section 8 subsidiaries, Section 8 housing choice vouchers, low-income housing tax credits, taxable or tax-exempt bonds, HUD multi-family insured housing development programs, HUD Choice Neighborhood Implementation Funding, private equity and various other State and Federal affordable housing funding programs currently available and any other government program available now or in the future.

D. RESIDENT AND COMMUNITY PARTICIPATION REQUIREMENTS

The selected development partners for specific partners will be required to communicate and coordinate development activities with community workshops and other open forums to assure that all stakeholders in the development process are kept abreast of ongoing activity. The specific roles and responsibilities will be determined through discussion and negotiation.

E. OWNERSHIP STRUCTURE(S) AND LAND CONTROL

The Authority will allow for maximum flexibility in the structuring of its relationship with the co-developer/development partner. A separate ownership entity, which includes the HACG or its designated subsidiary, may be utilized to hold title and transfer ownership of the site through long-term ground lease to maximize the co-development partner's ability to finance the project. All land conveyance is subject to final negotiation between the Authority and the development partner.

F. DEVELOPMENT AGREEMENT

Once selected, the HACG will make a good faith effort to enter into a Development Agreement with the successful respondent(s). All fees and costs to be negotiated under the Development Agreement must comply with the Cost Control and Safe Harbor Standards issued by HUD, if HUD funding is contemplated. Predevelopment cost, developer fees and financial arrangements will be discussed, negotiated and finalized with the selected development partner prior to any and all funding applications. Nothing in this Solicitation shall obligate HACG to enter into any agreement for development services.

G. REGULATORY AND OPERATING AGREEMENT(S)

The ownership entity of each project containing public housing units shall be approved by HUD and required to enter into a Regulatory and Operating Agreement with HACG. Details of the Regulatory and Operating Agreement are subject to negotiations and will include the levels of operating and capital replacement reserves.

H. SUPPLEMENTAL INFORMATION

The HACG invites interested parties to submit qualifications-based responses to the Authority. The successful development partner must clearly demonstrate the ability, capacity, and experience necessary to undertake an initiative of this scope as well as assist in writing and submission of appropriate documents for implementing a comprehensive mixed-finance, mixed-income, mixed-use neighborhood redevelopment initiative and new construction that responds to the requirements of the Housing Finance Agency of the State of North Carolina.

I. PROPOSAL REQUIREMENTS

Submissions from interested parties are due on or before 4:00 PM Eastern Standard Time, December 30, 2024. Proposals received after the stated deadline will not be considered and will be returned as unresponsive. Respondents must deliver seven compete sets – One (1) electronic copy (USB); one (1) original and five (5) copies of their typewritten proposal documents in a sealed envelope clearly marked with the words "HACG Choice Neighborhood Redevelopment".

A selection panel will be convened by the HACG and the City of Goldsboro and this selection panel will complete its review of the responses as soon as possible after the close of the RFQ deadline. Proposals, which in the sole discretion of the HACG and the CITY selection panel, are considered to be most responsive to this Request for Qualifications, may be selected for further review and interview.

J. SUBMISSION REQUIREMENTS

Submission requirements for responses to this RFQ are outlined below.

- 1. Letter of Interest** – The development partner entity must provide a cover letter of interest identifying the principal owners of the firm(s) proposed to engage in this development. The letter must be signed by an authorized principal of the development firm and include a statement that the submittal will remain valid for not less than one hundred eighty (180) days from the RFQ issue date.

2. Prequalification for Development Types

Submitters shall indicate which development types they are seeking prequalification for by completing and including the form in Attachment A.

3. Firm/Team Experience and Qualifications

Firm/Team Description: Provide information on the firm and its team members, including the following information:

- A. Corporate name, description and brief history of firm.
- B. Main address, main telephone/fax numbers and email address.
- C. Address and telephone number of the office from which services will be provided to the HACG, if different from above.
- D. RFQ contact person, title, telephone/fax numbers and email address.
- E. Description of the size, number of employees and the current workload of the potential master planning team.
- F. Identify the individual who will serve as lead for the development team and who will direct and coordinate the development effort to completion. This person will be key person and must remain on the project unless substitution is approved by the HACG.
- G. List the members of the development team. All entities that comprise the team should be identified, indicating their experience, specialization(s) and specific contribution to the team. Any Public Housing, HOPE VI, Choice Neighborhood or housing authority experience of a team member should be noted.
- H. Provide a narrative description of team's previous expertise in developing housing, utilizing various HOPE VI, Choice Neighborhood, PHA sources and assets including project-based HCV, Capital Funds, Replacement Housing Factor funds, Tax Exempt bonds, LIHTC financing etc.

- I. For each discipline represented on your development team, indicate the extent of and the basis for the development team's familiarity with state (North Carolina) or local rules, practices, and conditions.
- J. Include project profiles for three completed projects for each of the development types the Submitter is requesting prequalification for. The project profiles shall include information on the development program, dates of start and completion, ownership entity, degree of mixed-income occupancy, and method of financing.

4. Project Planning and Redevelopment Capacity and Experience:

Provide an overview of the firm's experience in planning, designing, construction and management of housing development initiatives and projects. Each of the tasks associated with the primary responsibilities identified below should be addressed. These include, but are not limited to, application preparation, site and infrastructure development, financing, rental housing development, senior living development, site-wide zoning approvals, property management and homeownership development.

- A. Provide a detailed description of previous mixed finance experience. Indicate size and scope of the projects listed and whether projects have been completed and leasing has occurred.
- B. Present the experience and qualifications of key staff members including the development of specific projects they have participated in and their roles on such projects, including projects done with other development entities.
- C. Articulate ability to develop master planned communities.
- D. Provide development record with multi-phase projects.
- E. Provide development record with mixed-use commercial/residential projects.
- F. Indicate record of securing LIHTC allocations, note present obligations and projects in North Carolina. Also, indicate any potential conflict resulting from present obligations or upcoming obligations.
- G. Record of syndicating LIHTC development projects.
- H. Provide information about firms experience assembling financing heavily leveraged projects. The examples should provide evidence of the development partner's experience in utilizing layered financing including Low-Income Housing Tax Credits (LIHTC), taxable or tax-exempt housing revenue bonds, or other types of funding programs. State the source and amount of funding for each example given. Please identify the states where the projects are located, the size of the state tax credit dollar, and the net proceeds received, as well as the cost of each project.
- I. Indicate experience forming LLC's or limited partnerships and acting as a general/managing partner.
- J. Disclosure statement regarding currently corporate, legal, accounting, audit and syndication relationships.

- K. Provide record of minority hiring and verified record for achievement with Section 3 hiring.
- L. Indicate and describe any prior experience with HUD's Rental Assistance Demonstration (RAD) program.

5. Other Resources Available from the Developer:

Respondent should provide details on other resources that they can provide with the development or redevelopment projects. Such as the following items:

- A. Ability to bring financial equity.
- B. Ability to provide supportive services.

6. References

- A. The respondent must also provide the firm's most recent financial audit or a current financial statement prepared by a Certified Public Accountant.
- B. In addition to the bank references, three (3) references must be submitted for the developer. References that are relevant to the scope of work as anticipated in this RFQ and from among the following entities are most desirable.
 - a. Construction lender
 - b. Permanent lender
 - c. General contractor on a comparable development
 - d. LIHTC limited partner investor
 - e. A community group, housing authority or municipality that has worked with the developer/partner on a specific development
 - f. Prior joint Master Planning and Development/Partnership experience in a comparable development.

NOTE: In providing references, please provide the name, title, organization name and phone number, as well as the name of the development project the submitter performed for the reference. The development partner/team submitting a response under this RFQ may be required to submit Form HUD 2264, Previous Participation Certificate(s) for all individuals/firms having greater than a 5% interest in the development team.

7. Equal Opportunity (MBE/WBE) and Non-Discrimination:

The response should include a discussion of the approach and methods your team will utilize to secure the participation of North Carolina-based minority-owned and women-owned business enterprises. Identify specific MBE and WBE firms that would be part of your development team. If you are not proposing the inclusion of specific MBE/WBE firms at this time, submit a Statement of Commitment to include such firms on your team. This information should include both equity participation and fee-based participation.

8. Section 3 Compliance and Resident Participation:

The response should include a discussion of the approach and methods that will be utilized to assure efforts will be made to engage in the employment of residents of the HACG and other individuals as Section 3 participants.

9. Miscellaneous Requirements and Attachments:

The respondent firm may attach, at the end of their submission, other promotional materials or work products that would demonstrate their experience and qualifications.

10. Additional Information:

The HACG reserves the right to request additional information and any clarification it deems appropriate to the selection process, including but not limited to assurances and certifications.

K. IN-PERSON INTERVIEWS

HACG may require in-person interviews of short-listed firms/teams. HACG shall not provide compensation or expense reimbursement for the cost of such interviews.

L. HACG & CITY EVALUATION CRITERIA:

All responses to this RFQ will be evaluated using the following criteria and scoring by the HACG & the City of Goldsboro review committee. The review committee will include representatives of the HACG and/or representatives from the City of Goldsboro, North Carolina, as deemed appropriate. Points will be awarded by the Selection Committee on the following basis:

1. EXPERIENCE AND QUALIFICATIONS 30 POINTS, per requirements of Section J-3.
2. DEVELOPMENT CAPACITY 25 POINTS, per requirements of Section J-4.
3. FINANCIAL CAPACITY 30 POINTS, per requirements of Section J-5 and J-6.
4. MBE/WBE PARTICIPATION 10 POINTS, per requirements of Section J-7.
5. SECTION 3 COMPLIANCE 5 POINTS, per requirements of Section J-8.
6. IN-PERSON INTERVIEWS (IF ANY) 10 POINTS, per Section K.

ATTACHMENT A: PREQUALIFICATION FOR DEVELOPMENT TYPES

Submitters shall complete the form on the following page and include it in Section 2 of their submissions.

THE WEST OAK CHOICE NEIGHBORHOODS MARKET STUDY

The market study completed for the West Oak Choice Neighborhoods Plan can be accessed here: www.westoakchoice.com

ATTACHMENT A: PREQUALIFICATION FOR DEVELOPMENT TYPES

Submitter's Name: _____

Submitters shall place an "X" for those development types prequalification is being sought.

Development Types for Prequalification

- 1. Mixed-Use Development (multi-family over retail) _____
- 2. Large Site Rental Apartments/Townhomes _____
- 3. Small Site Rental Apartments/Townhomes _____
- 4. New Single-Family Development _____
- 5. Single-Family Family Rehabilitation and Additions _____